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The
CHEMIST AND DRUGGIST
for RETAILER - WHOLESALER - MANUFACTURER

Established 1859 28 Essex Street, Strand, London, W.C.2 Registered as a Newspaper

No. 3028
VOL. CXXVIII FEBRUARY 19, 1938 Annual Subscription (with Diary) 20/-. Single Copies 9d.

a star seller throughout the year...

THE PUBLIC'S ★ CHOICE FOR OVER 70 YEARS

WRIGHT · LAYMAN & UMNEY LTD.
SOUTHWARK - - - LONDON

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BRITISH INDUSTRIES FAIR NUMBER

Euthymol
MEDICAMENTA VERA
PD & Co.
A SCIENTIFIC TOILET PREPARATION
MADE IN ENGLAND
EUTHYMOL TOOTH PASTE
PARKE, DAVIS & Co.
LONDON
GRAND PRIX (Highest Award)
Euthymol TOOTH PASTE
KILLS DENTAL DECAY GERMS WITHIN 30 SECONDS
GRAND PRIX
A SCIENTIFIC TOILET PREPARATION
EUTHYMOL TOOTH PASTE
PARKE DAVIS & CO. LONDON
A PROFITABLE DENTIFRICE
SEND FOR TERMS
PARKE, DAVIS & CO., 50, BEAK ST., LONDON W.1.

COMMENCING FRIDAY FEB. 18th

AMAMI SHAMPOOS *Bonus* OFFER

14 TO THE DOZEN!

MINIMUM ORDER 31/6

LESS USUAL 10% DISCOUNT 30 DAYS . . . 28/4

You can make up your parcel to suit your own requirements—Powder and/or Liquid
But Here are Two Suggestions:

PARCEL (A)

	Per doz.	Cost Price s. d.	Selling Price s. d.
1 doz. 6d. Shampoos No. 1	4/6	4 6	6 0
1 doz. 6d. „ No. 5	4/6	4 6	6 0
½ doz. 6d. Liquid Soapless	4/6	2 3	3 0
1 doz. 3d. Shampoos No. 12 Soapless Dark Hair	2/3	2 3	3 0
1 doz. 3d. Shampoos No. 12 Soapless Fair Hair	2/3	2 3	3 0
3 doz. 3d. Shampoos No. 1	2/3	6 9	9 0
3 doz. 3d. „ No. 5	2/3	6 9	9 0
1 doz. 3d. „ No. 4 dry	2/3	2 3	3 0
BONUS 14 to the dozen on above ...		FREE	7 0
		£1 11 6	£2 9 0
Less 10% 30 days		3 2	
		£1 8 4	

PROFIT £1 0 8

PARCEL (B)

	Per doz.	Cost Price s. d.	Selling Price s. d.
½ doz. 6d. Shampoos No. 1	4/6	2 3	3 0
½ doz. 6d. „ No. 5	4/6	2 3	3 0
½ doz. 6d. Liquid Soapless	4/6	2 3	3 0
4 doz. 3d. Shampoos No. 1	2/3	9 0	12 0
4 doz. 3d. „ No. 5	2/3	9 0	12 0
1 doz. 3d. „ No. 4 dry	2/3	2 3	3 0
1 doz. 3d. Shampoos No. 12 Soapless Dark Hair	2/3	2 3	3 0
1 doz. 3d. Shampoos No. 12 Soapless Fair Hair	2/3	2 3	3 0
BONUS 14 to the dozen on above ...		FREE	7 0
		£1 11 6	£2 9 0
Less 10% 30 days		3 2	
		£1 8 4	

PROFIT £1 0 8

All Bonus parcels despatched direct to you, and invoiced direct, or to your usual wholesaler.
Order through your wholesaler or direct from Messrs. Prichard & Constance (Mfg.) Ltd., 167 High Holborn, W.C.1

OPEN UNTIL APRIL 30th, 1938

Amami's Latest! No. 4 (Dry Shampoo) Retailing at 3d.

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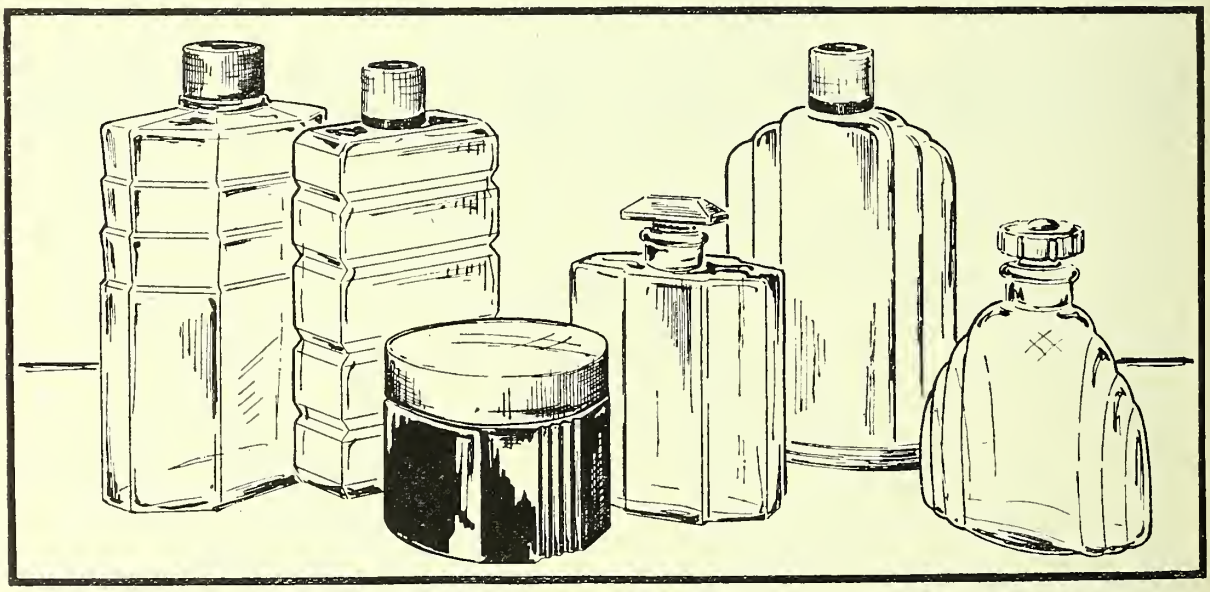
Most industries have a standard defining Quality—meaning, of course, the highest degree obtainable. The glass trade standard of Quality is hard to define, and varies according to article and method of manufacture. A recognised standard of Quality is the I.B.C. Standard. This is a degree of excellence forming a basis of comparison that can be relied upon to give every satisfaction.

The I.B.C. Standard of Quality is the outcome of many years' study of glass manufacturing in all countries and the incorporation in all branches of manufacture of all best known methods.

I.B.C. Standard is preferred by all important and most exacting users of glass containers.

Buyers to-day are most critical, and to be competitive must have the best quality containers.

Improve your packages—use **I.B.C. Quality Containers.**



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FOR THE CHILDREN
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PURE HALIBUT LIVER

COLLOSOL **OIL** BRAND *(Regd.)*

WRITE FOR FULL PARTICULARS NOW

THE CROOKES LABORATORIES *(British Colloids Ltd.)* **Park Royal, London, N.W.10**

T.G.S.

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OLEO-RESINS MEDICINAL RESINS

FOR EXPORT

Specially prepared Non-Alcoholic Soft Extracts for making Liquid Extracts, Concentrated Infusions, Tinctures, etc.

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ESTABLISHED 1846
Manufacturing Chemists
HITCHIN *near* **LONDON**

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Stephen Matthews & Co. Ltd.
OF 19/21 FARRINGDON STREET, E.C.4
have pleasure in inviting you to participate in profit making by maintaining a permanent stock of their
"Curicones"
Anti-Rheumatic Capsules recommended by over 5,030 doctors, and
"Ste-mat"
Nasal Balm, Nationally Advertised for the relief or cure of Colds and Catarrh
R.S.V.P. to your Wholesaler

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Enquiries invited for

DRUGS, GALENICALS, PILLS, TABLETS,
:: CHEMICALS, PACKED GOODS ::
and EVERYTHING IN PHOTOGRAPHICS

Attractive packings of Cream of Magnesia are now available at interesting prices

Ask us for details

27-35 DUKE STREET, LIVERPOOL

TELEGRAPHIC ADDRESS: "DRUGS" LIVERPOOL

LABORATORIES: 12/18 CAMPBELL STREET, AND 10 GRADWELL STREET

TELEPHONE: NO. 6121 ROYAL

A name that makes *news*

Urgent news for VENO stockists! Sales of **Venos Cough Cure** and **Phensic** for **Colds and 'Flu** are approaching record heights. During these treacherous mid-winter months more and more people are looking to these famous lines for protection against winter ailments. Widespread advertising has been heavily increased . . . **keep well stocked and be ready for rising demand.** Don't forget to keep up to date with show material; drop us a card now, while you're thinking of it, for our new and attractive designs.

- VENOS COUGH CURE BRAND
- Dr. CASSELL'S TABLETS BRAND
- GERMOLENE OINTMENT BRAND
- PHENSIC BRAND

VENO DRUG CO. LTD.
CHESTER ROAD · MANCHESTER · 16

COMPETITION

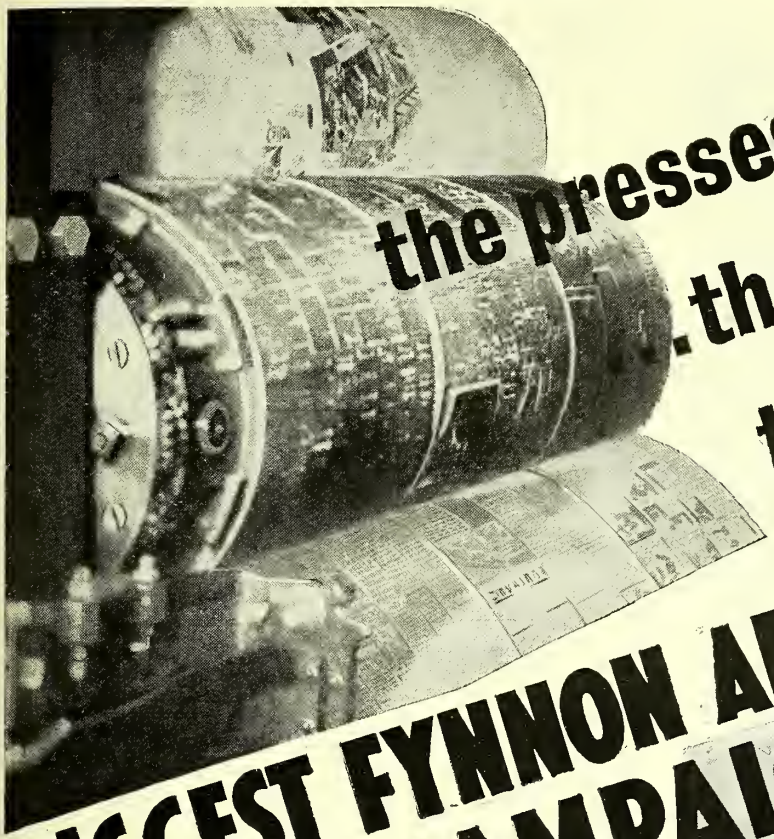
Chemists, threatened by competition on all sides, have sought in vain a weapon with which to defend their interests and preserve their individuality. The C.O.B. Scheme now in its sixth year is proving that this fierce competition can be met successfully, and it has the merit that whatever effort the Chemist may put behind it, cannot later result in sales being built up for neighbouring retailers. A post card will bring you full details.

Ask for the C.O.B. Booklet.

ARTHUR H. COX & CO., LTD.

MANUFACTURING CHEMISTS

BRIGHTON



the presses thunder... ...the air rings... to produce

BIGGEST FYNNON ADVERTISING CAMPAIGN!

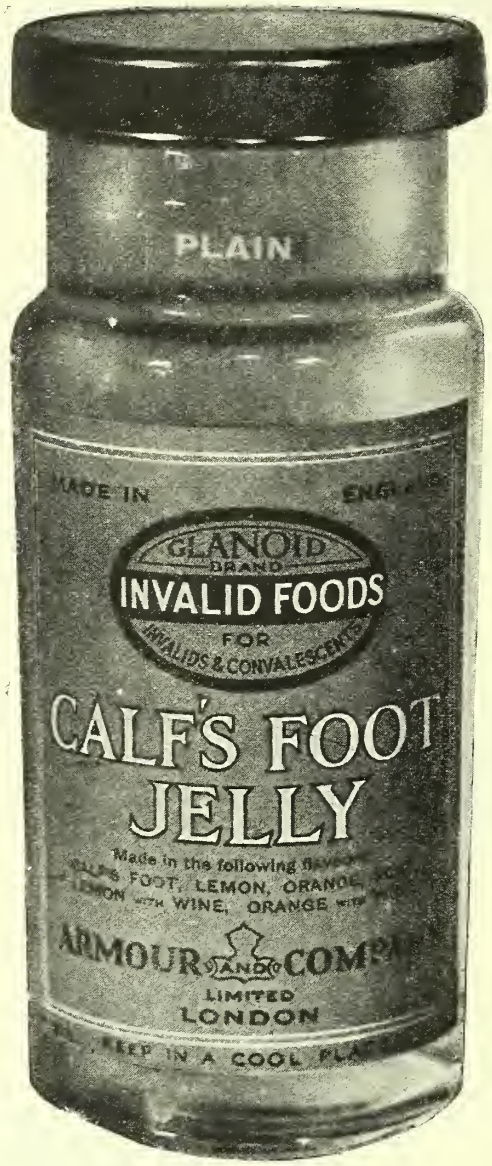
The biggest barrage of advertising ever put out in any single month, for any Maclean-distributed product, will launch the spring offensive for Fynnon Salt. National newspapers and magazines will print Fynnon advertisements in their millions. Harold Ramsay organ concerts will advertise Fynnon Salt over the air from Normandy and Lyons. Every man and woman who can read—every man and woman who can hear—will get the urge to buy Fynnon Salt. We believe this campaign will sell more Fynnon Salt for you than ever before.

ring or wire for supplies

Phone: Ealing 6616. Wires: Macleans, Brentford

Macleans, Ltd., Great West Road, Brentford, sole distributors for Fynnon, Ltd.

FYNNON SALT



SOLD BY CHEMISTS ONLY

RETAIL PRICE **1/6** per JAR

CHEMISTS' PRICE **10/-** doz.

Send for sample and details of bonus terms to :

THE
Armour Laboratories
(ARMOUR AND COMPANY LTD)
ARMOUR HOUSE · ST. MARTIN'S LE-GRAND · LONDON · E·C·1

SOMETHING ENTIRELY NEW! — and profitable

'DAWN'
BATH
WASH SQUARE

Here is something entirely new which will link up with your toilets. For tender skinned people it is ideal. One side of a soft spongy material whilst the other is a rough massage surface. Each square wrapped in cellophane ready to hand over All white with assorted coloured edges. Size 12" × 12". Retail at 1/- each.

THE IDEAL BATH SQUARE FOR TENDER SKINS

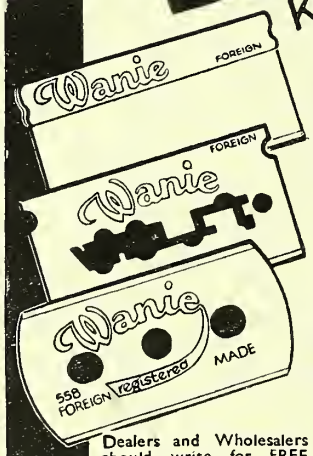
Obtainable from usual wholesaler

Jacquesl Fabrics Ltd

105/107 Princess St. MANCHESTER

London Agent : G. H. Bolton, Oxford Hse., Falcon Sq., Aldersgate St., E.C.1

WANIE BLADES
KEEN EDGES KEEN PRICES



The market is already made for all who stock the Wanie Blades.

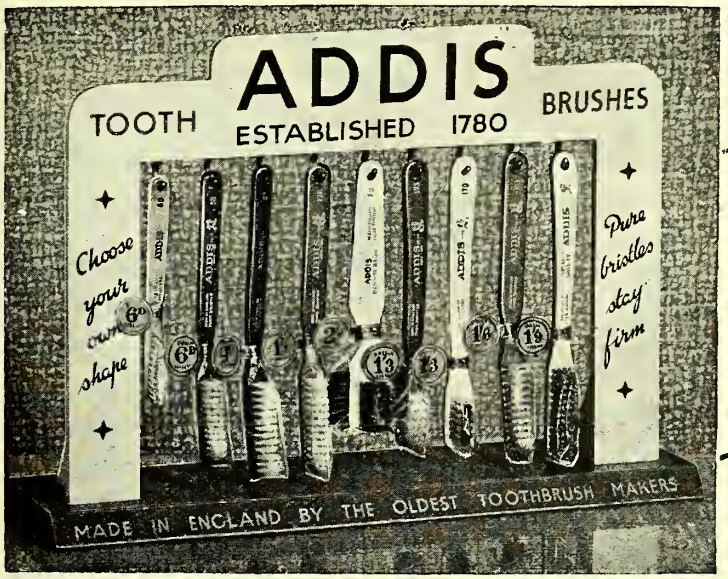
The Wanie range includes
"THREE HOLE" TYPE **12** for **1/-**
"AUTO" TYPE ... **10** for **1/3**
"EVER-READY" TYPE **10** for **1/8**

In packets or on attractive Sales-aid 3 colour Display Cards.

Wanie Blades give you 33⅓% profit.

Dealers and Wholesalers should write for FREE SAMPLES and Trade Terms.

LONDON & PROVINCIAL FACTORS LIMITED
146. THEOBALDS ROAD. LONDON. W.C.1.
and at 16 Withy Grove. Manchester.



The Perfect Sales-making TOOTHBRUSH DISPLAY STAND

...FREE

WITH ONLY SIX DOZEN ADDIS TOOTHBRUSHES AS DETAILED BELOW

			s.	d.		s.	d.
½ doz. No. 60	Child's 6d. Toothbrush	...	1	7	Retail value	3	0
1 doz. No. 58	Adult's 6d. ,,	...	3	8	,, ,,	6	0
1 doz. No. 67	Adult's 9d. ,,	...	5	2	,, ,,	9	0
1 doz. No. 136	Adult's 1/- ,,	...	6	8	,, ,,	12	0
½ doz. No. 173	Adult's 1/3 ,,	...	3	7½	,, ,,	7	6
½ doz. No. 170	Adult's 1/3 ,,	...	3	6	,, ,,	7	6
½ doz. No. 111	Adult's 1/6 ,,	...	4	2	,, ,,	9	0
½ doz. No. 140	Adult's 1/9 ,,	...	5	6	,, ,,	10	6
½ doz. No. 88	Modern 2/- Denture Brush	...	8	0	,, ,,	12	0
			£2	1 10½		£3	16 6

When ordering specify "Addis" Showstand Offer at **£2 1s. 10½d.**

WELL FINISHED STAND • BEAUTIFULLY CELLULOSED GOOD VALUE BRUSHES • ALL SHAPES • LONG PROFITS • BRISTLES SEALED IN CELLOPHANE •

MADE IN ENGLAND BY **ADDIS** BRUSH WORKS HERTFORD

ESTABLISHED 1780

• ORDER FROM YOUR WHOLESALER

BRITISH INDUSTRIES FAIR STAND No. G.1539

SHOWCARDS THAT STIMULATE SALES

We have available now these two very striking showcards for our most recently introduced preparations, Dixor Cleansing Cold Cream and Dixor Nourishing Skin Food. We will gladly send them to you on request.

DIXOR

Cleansing Cold Cream

Nourishing Skin Food

6D

ALSO IN OPAL POTS 2/9

DIXOR LTD.

Beauty Preparations

ST. LEONARDS WORKS, MORTLAKE, S.W.14

WHATEVER YOU DO SEE

STAND No.

E.1206

B.I.F., Olympia

See the automatic-electric TELERAZOR.

It is the successful ELECTRIC razor that is really a *safety razor.*

Does *not* have to be plugged into electric mains.

Entirely self-contained, no leads, no bother.

Operated by a tiny replaceable battery in the handle.

Safe, convenient. Makes shaving a pleasure.

Inexpensive in price.

Every Telerazor sold sells another.

BRITISH PATENTS
444,592 442,871
429,964 450,687
451,870
Patents granted in all leading countries.

Refill Battery, lasts 2 months, Retail 2d.

21/- RETAIL

The NEW Automatic-Electric

TELERAZOR Reg.d

BRITISH MADE

PATENTEES: NORMA TECHNICAL PRODUCTS, LTD.

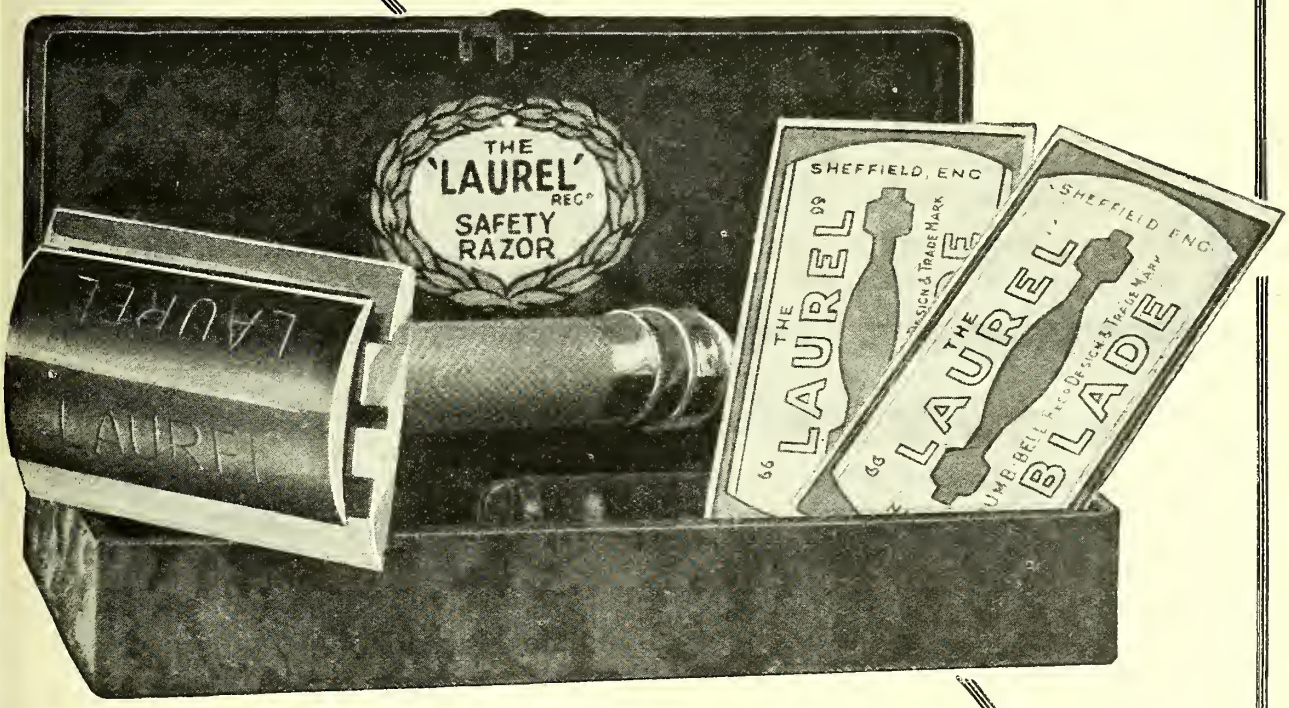
Balfour House, Finsbury Pavement, LONDON, E.C.2 *Phone: Nat 8838-7467*

Never before such value

AS THIS NEW

SILVER PLATED

LAUREL RAZOR



Specially designed and weighted head ensures easy shaving and prevents "pull" due to uneven hand pressure. At the amazingly low price of 6d. this new SILVER PLATED LAUREL is a line you simply must not miss! Order now from

Retails complete in Bakelite case with two Blades **at only**

6D

GEO. H. LAWRENCE LTD.

LAUREL WORKS - SHEFFIELD

THE NEW PERFUME WITH THE POPULAR APPEAL!

Special Bonus Offers

These Special Bonus Offers are arranged so as to encourage you to stock Autumn Crocus in time for the launching of our Great Press Publicity Campaign.

OFFER No. 1
ORDER VALUE £2
Assorted to customers' own selection. Will receive Bonus of Four 1/3 size FREE. Plus one extra 1/3 size free for each unit of 10/- over £2 up to £5.

OFFER No. 2
ORDER VALUE £5
Assorted to customers' own selection. Will receive Bonus of Twelve 1/3 size FREE. Plus one extra 1/3 size free for each unit of 8/4 over £5 up to £10

OFFER No. 3
ORDER VALUE £10
Assorted to customers' own selection. Will receive Bonus of Thirty 1/3 size FREE. Plus one extra 1/3 size free for each unit of 6/8 in excess of £10.

Autumn Crocus is a high-class, attractively packed perfume retailing at only 1/3, 3/- and 5/- per bottle. Its special feature, in addition to its low price, is its ability to remain fresh and unchanged in bouquet many hours after its application. Autumn Crocus is obtainable from your usual wholesaler, or direct from the manufacturers.

All Offers are subject to Additional Discount of 5 per cent. for 14 Days' Window Display and further 5 per cent. for cash with order.

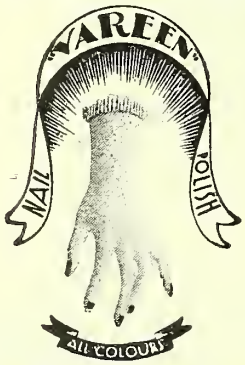
THIS OFFER DEFINITELY CLOSES ON SATURDAY, 26th MARCH, 1938

LAMBELLE LTD., 40 STATION ROAD, REDHILL, SURREY

"VAREEN"
LIQUID NAIL POLISH

FAVOURITE COLOURS:

Natural Rose	Coral	Blush Pearl	Orange	Carnation
Pale Coral	Deep Rose	Rose Pearl	Lake Red	Dark Red
	Pearl	White	Red	Rust, etc.



Made in all colours.
In Clear, Cream or Pearl.

NAIL POLISH: 1/- size, 7/6 doz. 1/6 size, 10/6 doz. 2/6 size, 16/- doz.
POLISH REMOVER: 1/- size, 7/6 doz. 1/6 size, 10/6 doz.
CUTICLE CREAM: 1/- size, 7/6 doz. 1/6 size, 10/6 doz.
VAREEN CUTICLE REMOVER: non-caustic, delicarely perfumed. 1/- size, 7/6 doz.
VAREEN MANICURE OUTFIT: Retail 7/6 Wholesale 5/- each.

(FROM YOUR WHOLESALER)

Vareen Ltd., 86 Portobello Road, London, W.11

CALVERT'S 'AIRFLOW' FLASK

An Ideal Pack for Every Purpose

- So convenient
- Cannot spill
- Simple to use
- Profitable to sell

This Ingenious new container, recently introduced by Press and Radio advertising, makes Calvert's Tooth Powder, always the finest cleaner, now the most convenient to use.

Retail 1/- each.
List Price: 8/- per doz.
Your usual Wholesaler stocks it.

F. C. CALVERT & Co. Ltd. - Manchester, 11

FAMOUS FOR THEIR SOFTNESS OF TEXTURE, ABSORBENCY AND DURABILITY

•

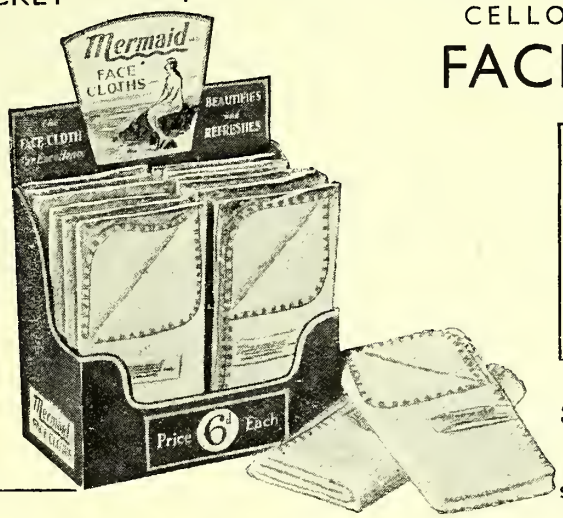
SELLS QUICKLY FROM THIS DISPLAY CASE

•

PRICE
4/-
PER DOZ.
(Extra large bath size 7/- doz.)

A 6d. BEST SELLER

Mermaid Regd.
CELLOPHANE WRAPPED
FACE CLOTHS



Call and see our Display
at STAND No.
F 1343
FANCY GOODS SECTION
(Grand Hall Gallery)
B.I.F., OLYMPIA

SPENCER BROS.
(C. J. SPENCER, LTD.)
Manufacturers
SHOE LANE, LONDON, E.C.4

From leading wholesale houses

SUPERFINE
TOILET CREAMS
OF SUPREME DISTINCTION ARE

SPUN

Registered Trade Mark

PURE GENUINE **AVOCADO OIL** AND **TURTLE OIL** CREAM

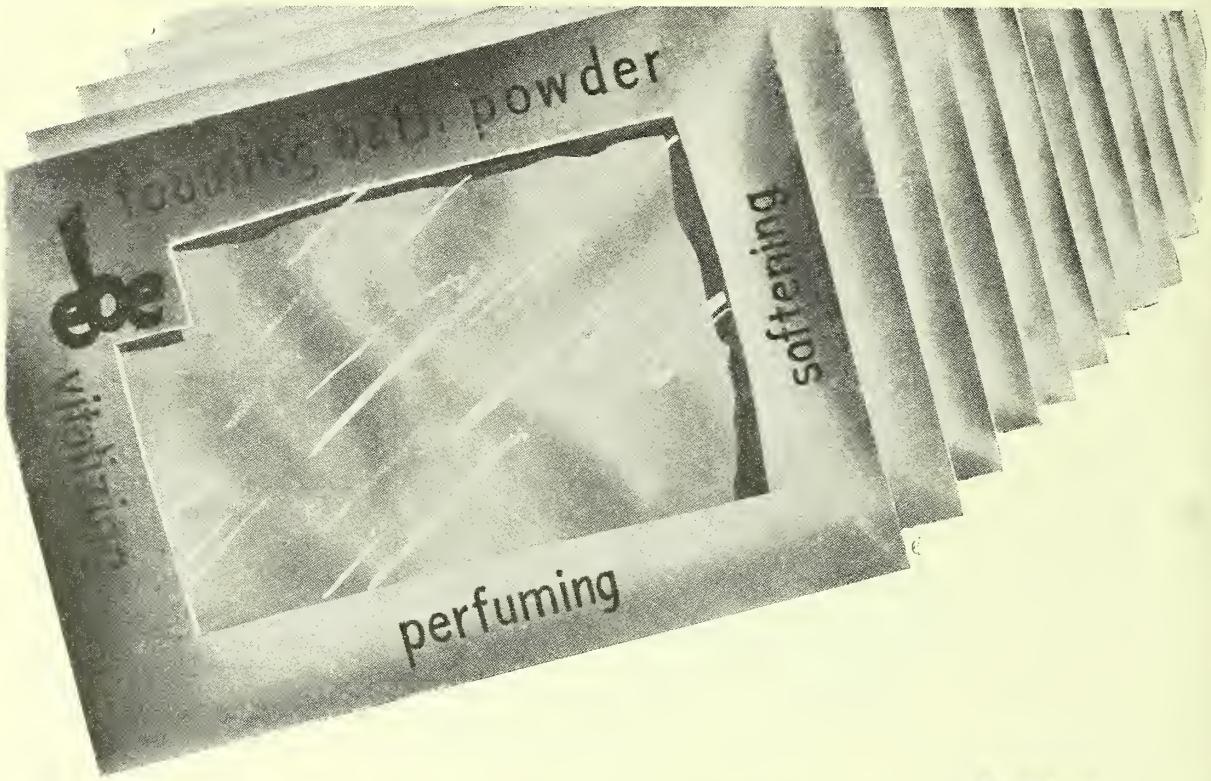
PRICES UPON APPLICATION TO
ROBERT BLACKIE
MELON ROAD,
LONDON, S.E.15

Telephones { ROD 3874 ROD 3875 ROD 3876
Telegrams: USHENSPUNA, LONDON

BABSOL
THE PERFECT BABY CREAM

TINS, JARS OR BULK

WRITE FOR PRICES AND SAMPLES



Everyone is talking about this EBE *line*

★ EBE BATH POWDERS

a quick seller which retails at 6d

★ big sales
★ big profits
★ national advertising

Vastly increased press advertising is about to start throughout the country, for the three popular sizes of EBE Bath Powders, together with editorial publicity support from many national magazines and newspapers, and the demand for EBE Bath Powders will be greater than ever. The unique triple appeal of Ebe Bath Powders with their colour, foam and perfume have gained thousands of regular customers during the past six months.

Good news travels! During the next few months the demand for EBE Bath Powders will become universal, and the wise retailer is stocking up today to be ready for the orders of tomorrow. Get in touch with your wholesaler now. EBE Bath Powders retail at:

6d, 1/-, 2/6, 6/6, 15/6, 25/-, 30/-, 60/-.

ebe

EBE PRODUCTS LIMITED, 11 DIANA PLACE, LONDON, N.W.1. EUSTON 3271

NAILOID advertising now stronger than ever

NAILOID, the greatest manicure advance in years, is backed by the biggest advertising for any single manicure product. These large - space advertisements are appearing regularly in leading National papers. Packed in attractive blue and white plastic jars, retailing at 6d., 1/6 and 3/3. 1/6 size in the striking display carton awarded first prize in National Packaging Contest. Free display material and leaflets.

Your Profit: 38½% on best terms—7d. per 1/6 jar.

THE PUBLIC IS READING THESE CONVINCING TESTIMONIALS FOR ALLCOCK BRAND PLASTERS

THE steadiest selling Plasters—famous for 90 years. Bring you, on best terms, more profit than any other plaster. And every sale means customer goodwill. Packed in free counter and sell-out containers. Strong testimonial advertising appears regularly in "Radio Times" and Sunday Nationals.

Your Profit: 43% on best terms—6½d. per 1/3 plaster.

THIS PAGE IS A COMPLETE REPLY-PAID ORDER FORM— *Tear it out now!*

P.T.O.

ORDER THESE TWO LEADERS TODAY

ORDER FORM *To Allcock Manufacturing Company, Birkenhead*

CHEMISTS ONLY

NAILOID

Please supply the following:

Under 13/- value

.....doz. 6d. @ 4/6 doz.	25% Profit
.....doz. 1/6 @ 13/6 doz.	
.....doz. 3/3 @ 29/- doz.	
.....doz. 10/6 @ 95/- doz.	

25/- and over

.....doz. 6d. @ 4/2 doz.	36% Profit
.....doz. 1/6 @ 12/6 doz.	
.....doz. 3/3 @ 27/- doz.	
.....doz. 10/6 @ 87/- doz.	

13/- and over

.....doz. 6d. @ 4/4 doz.	27½% Profit
.....doz. 1/6 @ 13/- doz.	
.....doz. 3/3 @ 28/- doz.	
.....doz. 10/6 @ 90/- doz.	

48/- and over

.....doz. 6d. @ 4/- doz.	38½% Profit
.....doz. 1/6 @ 12/- doz.	
.....doz. 3/3 @ 26/- doz.	
.....doz. 10/6 @ 84/- doz.	

On orders of 25/- and over a SPECIAL BONUS at the rate of one 1/6 jar per 12/- purchased is included free.

ALLCOCK Brand POROUS PLASTERS

Please supply.....dozen Allcock Brand Porous Plasters on Chemists' Friends List on SPECIAL BONUS TERMS of **10/- per dozen: 14 Plasters to the dozen.**

Minimum Orders 1 dozen

We undertake to show one of the ¼ dozen Nailoid Cartons and/or Allcock Plaster Cartons on our counter or in our window for a fortnight. Goods and Display Material to be supplied post free.

N.B. We will invoice through your Wholesaler, so please fill in name of Wholesaler here.

MESSRS.....

.....

NAME.....

ADDRESS.....

.....

TEAR OUT THIS PAGE—IT'S A COMPLETE REPLY-PAID ORDER-FORM [P.T.O.]

FOLD BACK HERE

TUCK IN

FOLD HERE

Postage will be paid by Addressee

BUSINESS REPLY FOLDER.
Licence No. 591

ALLCOCK MANUFACTURING CO.,
22 HAMILTON SQUARE,
BIRKENHEAD,
CHESHIRE.

No Postage Stamp necessary if posted in Great Britain or Northern Ireland.

FOLD HERE

Registered **Reliance** *Trade Mark*

INVITE YOU TO CALL AT STAND A773 AT OLYMPIA TO INSPECT

An up-to-date and interesting display of Seamless Moulded Rubberware

1889 - 1938

NEARLY 50 YEARS OF SERVICE TO THE DRUGGISTS' & CHEMISTS' TRADES

21 FEB – 4 MAR
OLYMPIA & EARLS COURT LONDON
SEE OUR EXHIBIT

RELIANCE RUBBER COMPANY LTD.

Cremorne Works, Lots Road, London, S.W.10

Telephones :
FLAXMAN 6200
4263

Telegrams :
DOORSTOP, FULROAD,
LONDON

see them at stand A.751 GRAND HALL OLYMPIA B.I.F.

NERISSA Regd. MADE IN ENGLAND
POWDER PUFFS OF ALL KINDS

and New Lines—
NERISSA Regd. MADE IN ENGLAND
REAL LAMBSKIN FLAPJACK PUFFS

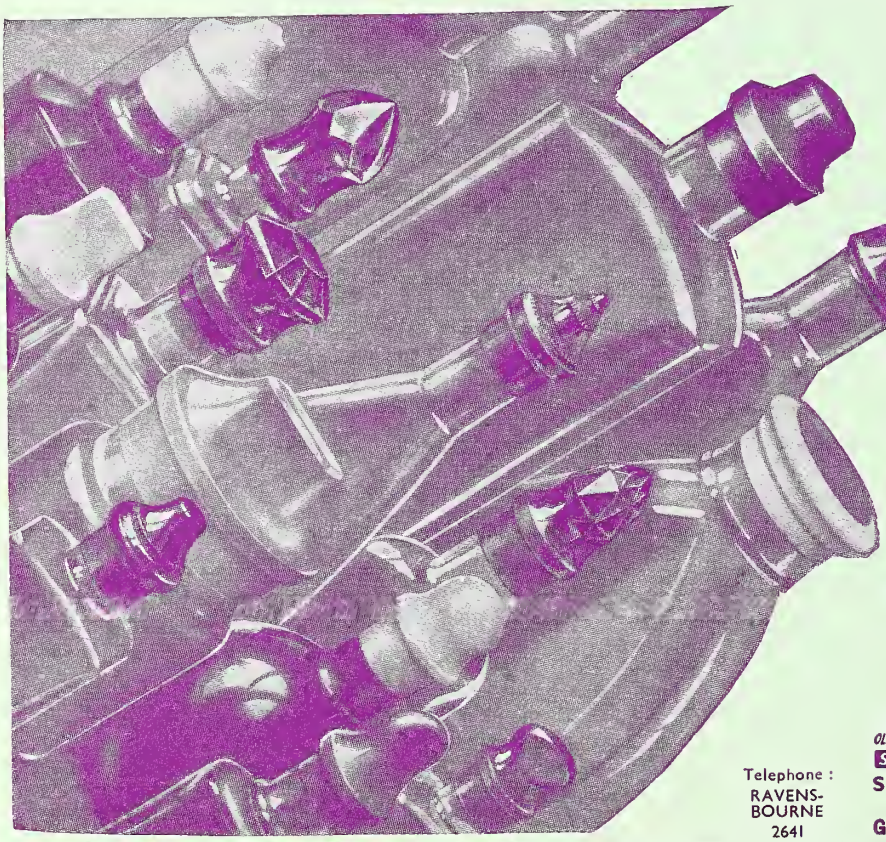
Portia Regd
WATERPROOF TOILET GOODS, SPONGE BAGS, HOLDALLS, Etc.
AND
SPORTS EYESHADES

Watersprite MADE IN ENGLAND
NON-STRETCH FACE-CLOTHS

'BEAUTYPADS'
6 Washable Velour Pads in bright colours on a card enclosed in transparent wrapper. Retail at 6d. packet.

Phone { OFFICE—Clerkenwell 2472 (3 lines)
B.I.F.—Fulham 9505

SOLPORT BROTHERS LIMITED
184/192 GOSWELL RD. LONDON E.C.1



VISKAPS
are the original British-made
Viscose Capsules
ensure security and hygiene and give an attractive finish to every bottle. Can be printed and dyed and supplied wet or dry in transparent or opaque finish. Used under a screw cap they prevent leakage. "Viskrings" provide an alternative to the full cap when it is desired to leave the top of the container uncovered. We will gladly fit any bottle or container free of charge and return for your inspection.

BIF 1938
21 FEB – 4 MAR
OLYMPIA & EARLS COURT-LONDON
SEE OUR EXHIBIT
STAND No. A735
GROUND FLOOR

Telephone: RAVENSBOURNE 2641

VISCOSE DEVELOPMENT CO. LTD. BROMLEY, KENT

STERLING BRAND CHEMICALS

BISMUTH SALTS, HYPOPHOSPHITES, SCALE PREPARATIONS, CITRATES, ACETATES, MERCURIALS, STEARATES, ANALYTICAL REAGENTS, ETHER, RESEARCH CHEMICALS, PHOSPHORIC ACID, ETC.

We invite your enquiries at the

B·I·F·

Stand No. A666

(GROUND FLOOR)

OLYMPIA - - W.14

THOS. TYRER & Co.

LIMITED

Cables : "Tyremicus, London" **STRATFORD, LONDON, E.15** Codes : A.B.C., Bentley's

Phone : Maryland 4874 (5 lines)

IT IS SAFE TO BUY

PROVED *QUICK SELLING LINES!*

Our Products are **different**—Sell **well** and bring **REPEATS**—at Home and Abroad

SANDAL-CEDAR MOTH BAGS Fragrant and effective. In assorted colours, 3 dozen 6d. size in box.

MOTHS HATE THESE! Also 1/- size 1 dozen in box. A very popular 'Pick-up' line for Home and Export.

COTTAGE GARDEN POT POURRI SACHETS

PERFUMES, POWDERS, BATH SALTS, ETC.

PAPIER POUDRÉ (Lehcaresor) the original and only genuine Powder Leaves as sold all over the world for over 40 years. Also made in Book form :— Nail Polish Leaves, Soap Leaves, Rouge, etc.

A call at Stand No. A 716 will interest you

SOLE MANUFACTURERS OF THE ABOVE

PAPIER POUDRÉ LTD

46 Baker Street, London, W.1

BOTTLES

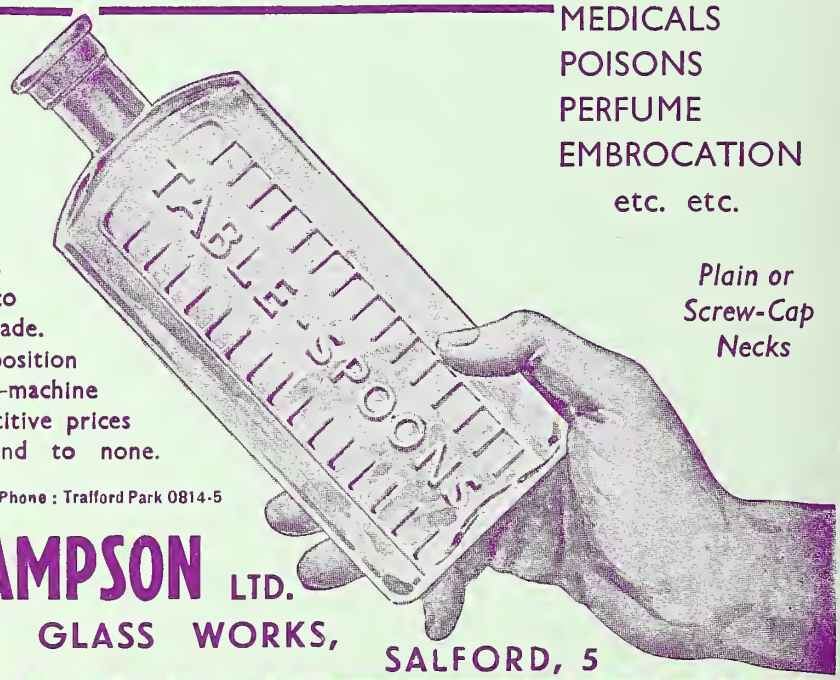
BRITISH MADE

OF

QUALITY

MEDICALS
POISONS
PERFUME
EMBROCATION
etc. etc.

Plain or Screw-Cap Necks



For over 80 years we have been making bottles of every description to meet the needs of the Trade. We are in a favourable position to produce all types—machine made—at highly competitive prices and of a quality second to none.

We shall welcome your enquiries. 'Phone : Trafford Park 0814-5

FREDK. HAMPSON LTD.

PERSEVERANCE GLASS WORKS, SALFORD, 5

W.J. BUSH & CO. LTD.

ESSENTIAL OILS
FINE CHEMICALS
PERFUMERY
COMPOUNDS

at

STAND No. A675

B. I. F.
OLYMPIA

ASH GROVE · HACKNEY · LONDON · E·8
BRITISH FACTORIES: HACKNEY, MITCHAM, SURREY, WIDNES, LANCS.
TELEPHONE: CLISSOLD 0461 (5 lines) TELEGRAMS & CABLES: "Tangerine, London."

Are you selling this NEW MONEY MAKER?

A really NEW money-maker—something *which does not displace existing lines*—that's the unique "CHERIE" Ear Control Bonnet. There's nothing like it for the correction and prevention of babies' and children's Projecting Ears. Backed by a National Advertising Campaign (and recommended by Doctors, Nurses and Clinics), the "CHERIE" Ear Control Bonnet is a certain winner wherever it is displayed—providing a unique sales opportunity that you cannot afford to deny yourself. Dealers everywhere are stocking up, and MAKING EXTRA PROFITS. You can do the same. *Order NOW.*

THE 'Cherie' EAR CONTROL BONNET

Pat. No. 28613

This Handsome Display Stand Free

Retails at 3/11

in White, Blue and Pink—Suitable for children from 1 week to 16 years old

.... AND THE SLUMBER HELMET WITH THE

UNIQUE APPEAL

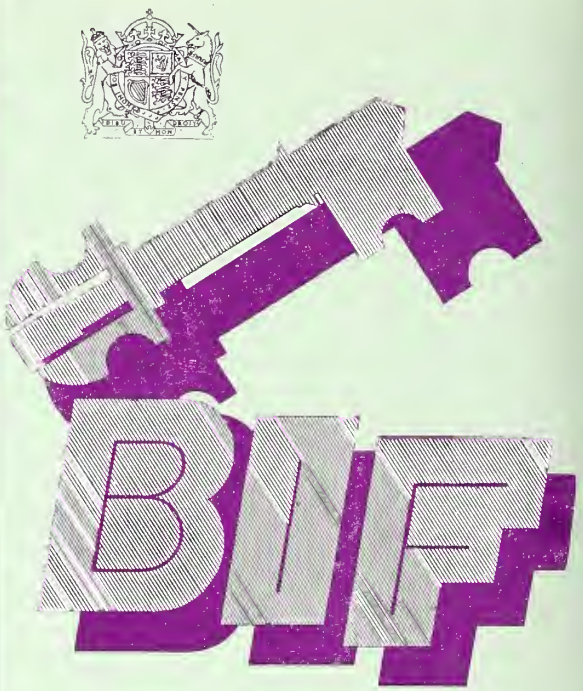
From Chemists all over the country come reports of the steadily growing demand from their customers for the unique JUNE Slumber Helmet, the nationally advertised double-purpose Slumber Helmet that banishes and prevents Double Chin *during* sleep. Let it swell your profits, too. Think how many of your customers suffer from or want to prevent Double Chin! They have only to know that you sell the JUNE Slumber Helmet to want to buy it. Order supplies *now*. You'll be glad you did.

June CHIN REDUCING HELMET *Retail price 2/6*

Super De Luxe Model 3/11

SEE THEM BOTH AT THE B.I.F. ON STAND F 1429

Both the "CHERIE" Ear Control Bonnet and the JUNE Slumber Helmet are obtainable from your usual Wholesaler or direct from JUNE HAIR CURLER CO., 55 OAK GROVE, LONDON, N.W.2



The British Industries Fair, the premier national trade fair in the world, is of increasing importance to the buyer. The grouping of trades simplifies comparison of price and quality, saves the buyer's time and promotes his efficiency.

Visit the DRUGS & CHEMICALS SECTION at OLYMPIA

Travel concessions by rail, sea and air. Catalogues of the London and Birmingham Sections available February 14th (1/- each post free) from Department of Overseas Trade, 35 Old Queen Street, London, S.W.1 and Birmingham Chamber of Commerce (Inc.), 95 New Street, Birmingham 2.

BRITISH INDUSTRIES FAIR

February 21st to March 4th, 1938

London (Olympia and Earls Court) 9.30 a.m.—7.30 p.m.
Birmingham 10 a.m.—6 p.m.

TREFOREST TRADING ESTATE

SPECIAL CONTRIBUTIONS

towards

RENT, RATES AND TAXES

NEW FACTORIES AT

RENTALS FROM $6\frac{3}{4}$D.

PER SQ. FT. PER ANNUM

LOANS AT LOW INTEREST

for the purchase of plant and the provision of working capital

SEE OVER THE

TREFOREST TRADING ESTATE

on STAND A.615

B·I·F BIRMINGHAM

FEB. 21st — MARCH 4th

Post this for full particulars of the special financial inducements, power and transport services, local markets, sites, factories, etc., to:—Douglas A. Duncan, General Manager, South Wales and Monmouthshire Trading Estates Ltd., 44c Western Mail Chambers, Cardiff. 'Phone: Cardiff 3674.

Name .....

Business Address .....

.....

NEAR CARDIFF

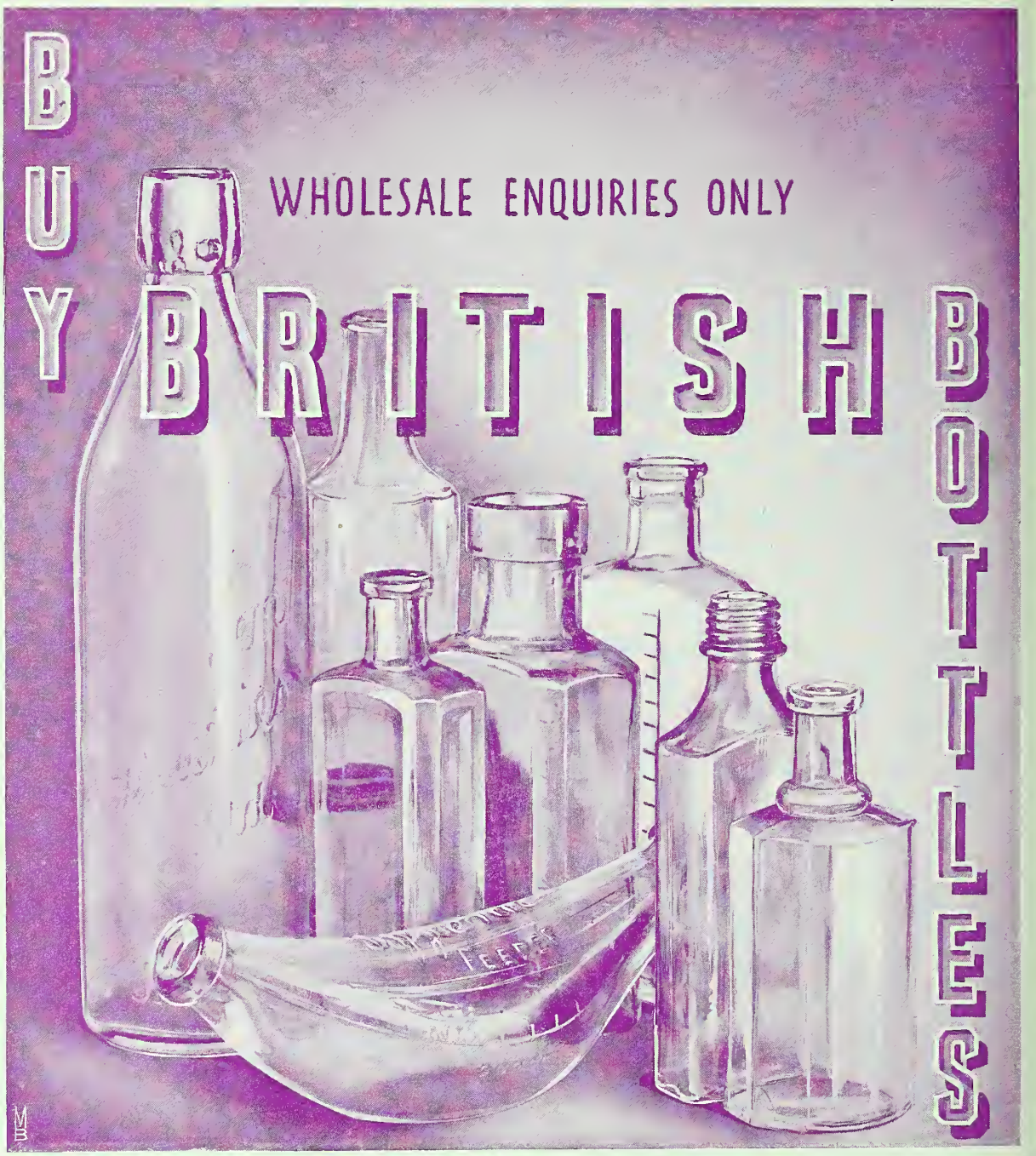
Only 2½ hours from London

GOVERNMENT-ASSISTED

TREFOREST TRADING ESTATE

BUY BRITISH BOTTLES

WHOLESALE ENQUIRIES ONLY



LAX & SHAW LTD.

Registered Office: **ALBERT GLASS WORKS, HUNSLET, LEEDS**

Three Factories: ALBERT, CLARENCE & DONISTHORPE

DISPENSING, EMULSION, POISON, EMBROCATION, PERFUME, SAUCE, JAM, &c. HAND OR MACHINE. ALL COLOURS

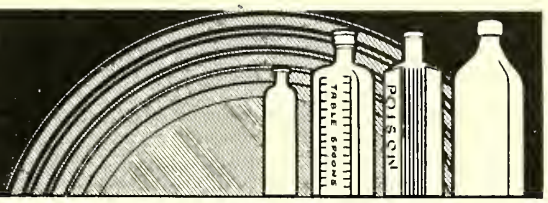
The Methylating Company

extend a cordial invitation to visit their stand at Olympia—February 21st to March 4th

Mr. CHEMIST, *are your puffs only an Xmas line?*
***Puffs produce* PROFITS ALL THE YEAR ROUND**
IF YOU DISPLAY—FURTEX & SWANTEX

MEDICALS
FLATS
PANELS
POISONS
etc.

FOR ALL KINDS OF GLASS
BOTTLES
SAXTON GLYNNE BOTTLE CO.
FOUNTAIN GLASS WORKS, LIVERSEDGE, YORKS



Make a point of calling at

STAND A.673

21 FEB – 4 MAR
OLYMPIA & EARLS COURT · LONDON
SEE OUR EXHIBIT

Home and Overseas visitors are assured of a cordial welcome.

The latest editions of "C. & D." Publications will be available, including "Art of Dispensing" and the "C. & D." Poisons Guide, 2nd Edition

London Telephone: CENTRAL 6565 (10 lines)

The
CHEMIST & DRUGGIST
28 ESSEX STREET, STRAND, LONDON, W.C.2

The Stand Telephone Number is FULHAM 9809

SALES ARE EASIER DAY BY DAY!

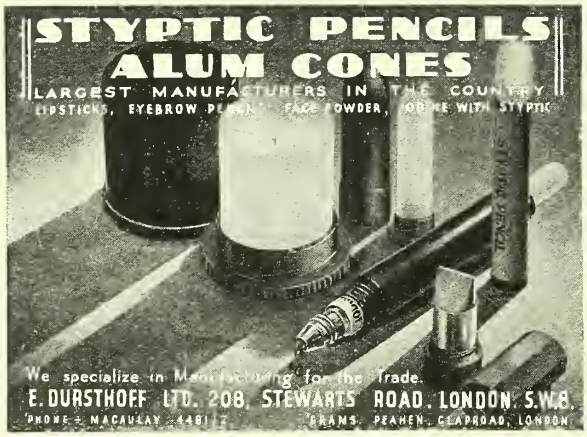
6,000,000 Women read Adelaide Grey's LALEEK Advertisements every month

STOCK AND DISPLAY THESE TWO STAR LINES—

★ LALEEK LONGLASH ★ LALEEK WAX-A-WAY

Obtainable through your Wholesaler, or direct from

ADELAIDE GREY LTD., 27 OLD BOND STREET, W.1



MAKERS OF SOUPLEX LTD BEETLEWARE

London Office: Finsbury Court, Finsbury Pavement, E.C.2

MORECAMBE LANCS

Sheffield Office: 87 Fargate

THOMAS & LINTON, LTD.
4 GRAY'S INN ROAD, LONDON, W.C.1
Telephone: Holborn 5518
Everhot Bags,
Canda Products, Iodotabs, Ephedrol,
Litecome Belts.
Deliveries from London Stock

CALOX

REGISTERED TRADE MARK

THE OXYGEN TOOTH POWDER

NATIONAL ADVERTISING IS CONTINUALLY CREATING NEW AND REGULAR USERS

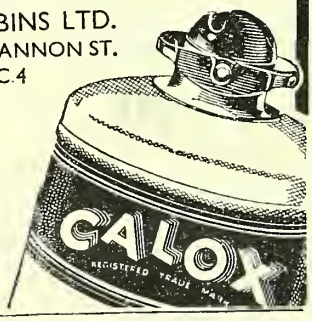
Display prominently on counter and in window

To get maximum profits

BUY ON BONUS TERMS

13 to the dozen
for counter and window display

McKESSON & ROBBINS LTD.
EAGLE HOUSE, 90-96 CANNON ST.
LONDON, E.C.4



TRADE TERMS

HANDY SIZE
Retail 1/- P.A.T.A.
8/- per doz.
FAMILY SIZE
Retail 2/- P.A.T.A.
16/- per doz.
3 doz. lots less 2½% 6 doz. lots less 5% in addition to Bonus.

Display these

SALTER

PERSONAL WEIGHERS

B.I.F. LONDON
Stand No.
A 737

B.I.F.
BIRMINGHAM
Stand Nos. A 407
306

THE "GROSVENOR"

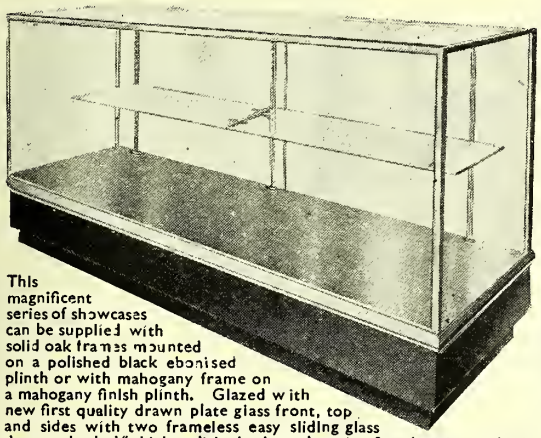
SELL with confidence a machine made in England by a firm with 177 years' reputation. There are several models and helpful window displays. Send for further details.

GEO. SALTER & CO. LTD.
DEPT. (CI), WEST BROMWICH

KING'S

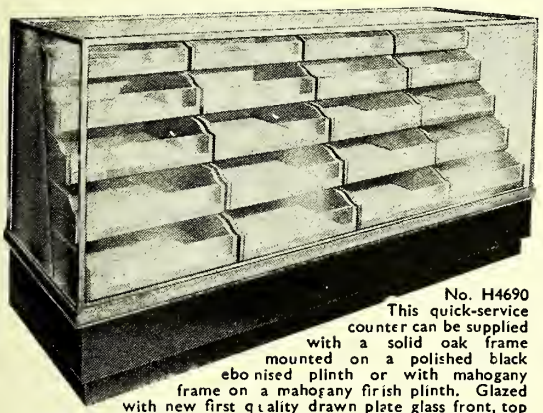
NEW SERIES OF "EMPIRE" SHOWCASES

THE SMARTEST SHOWCASES ON THE MARKET



This magnificent series of showcases can be supplied with solid oak frames mounted on a polished black ebonised plinth or with mahogany frame on a mahogany finish plinth. Glazed with new first quality drawn plate glass front, top and sides with two frameless easy sliding glass doors at back, ¼" thick polished edges. Interior fitted with standard bar and adjustable brackets and a plate glass shelf 12" wide running the full length.

No. H4685 Size: 4' Long × 3' High × 2' Deep **£6.15.0**
or on 1st payment of 11/10 and 11 monthly payments of 11/10
No. H4686 Size 5' Long × 3' High × 2' Deep **£7.12.6**
or on 1st payment of 13/5 and 11 monthly payments of 13/5
No. H4687 Size 6' Long × 3' High × 2' Deep **£8.0.0**
or on 1st payment of 14/- and 11 monthly payments of 14/-



No. H4690
This quick-service counter can be supplied with a solid oak frame mounted on a polished black ebonised plinth or with mahogany frame on a mahogany finish plinth. Glazed with new first quality drawn plate glass front, top and sides, ¼" thick. The interior is fitted with 20 oak quick-service trays 16½" wide inside with back to front measurements as follows: Top row 11⅝", second row 14⅛", third row 16⅝", fourth row 18", bottom row 21⅝".
Size overall:— 6' Long × 3' High × 2' Deep **£13.10.0**
or on 1st payment of 24/- and 11 monthly payments of 24/-

WE WILL BE PLEASED TO FORWARD OUR FULL CATALOGUE OF FIXTURES AND FITTINGS No. 1013 POST FREE ON APPLICATION

J. C. KING LTD.

SHOPFITTING SPECIALISTS

42-60 GOSWELL ROAD, LONDON, E.C.1

PHONES: CLERKENWELL 2316 (Private Branch Exchange)

ARE THERE 50 GOOD STORIES

. . . . in the Drug Trade ?

THE DIRECTORS AND SALES STAFF OF McCLURE, YOUNG & CO. LTD.,—*THE MODERN DRUG HOUSE FOR 'QUALITY' PACKED GOODS*—ARE DESIROUS OF INTRODUCING A LITTLE HUMOUR INTO THE RATHER HEAVY TRADE PRESS ADVERTISING. WE THEREFORE OFFER **1 GUINEA WEEKLY** TO EVERY PROPRIETOR PHARMACIST WHO SENDS US A JOKE OF INTEREST TO THE TRADE, AND WHICH WE CONSIDER GOOD ENOUGH TO PUBLISH. *WE WILL DO THE ILLUSTRATING.*

Of Course !

Messrs. McClure, Young & Co. Ltd. have more than **50 LINES** of interest to you. Ask for lists, prices and samples . . . . *When sending Jokes put 'C & D Joke' in corner of envelope and address to—*

McClure, Young

AND COMPANY LIMITED

MANUFACTURING CHEMISTS

90 STANDARD ROAD, N.W.10 • Willesden 3733-4

Continuous and Steadily Advertised Goods

FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected)		Net Wholesale Price
Virus for Rats and Mice,	single tube, 2/- .. 3 tubes, 5/-	15/- per doz.
Virus for Mice only ..	single tube, 1/6 .. 3 tubes, 3/-	9/- ,,

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Bottles 6/- each	4/6 each
,, 4/6 ,, ...	3/9 ,,

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33⅓% Cash with Order.

Retail		Monthly A/c	Cash with Order
½ gall. tins ..	10/- ..	.. 7/6	6/8
1 ,, ,, ..	18/- ..	.. 13/6	12/-
5 ,, ,, ..	80/- ..	.. 60/-	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices
In cartons 9d. each	6/9 per doz.
,, 1/6 ,, ...	13/6 ,, ..
,, 3/- ,, ...	27/- ,, ,,

Danzo Beetle Powder will not deteriorate by keeping.

CARRIAGE PAID ON ALL ORDERS.

To be obtained from

HALLER LABORATORIES, LTD.

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The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

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THE TOWN TALK POLISH CO., MANCHESTER 10

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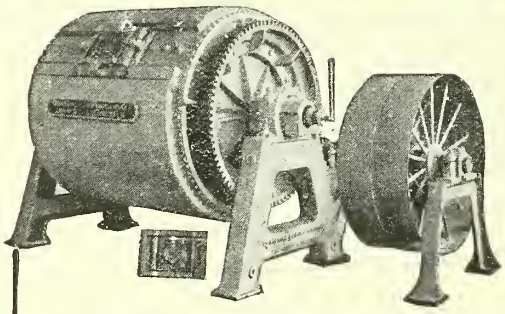

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PEBBLE, POT, ROLL, EDGE or END RUNNER MILLS. PATENT "RAPID" GRINDER AND SIFTER, ETC.

Send sample of your material, we will advise and quote

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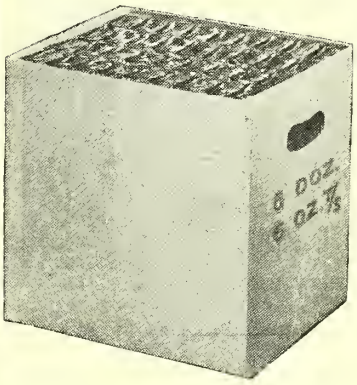
A "NATIONAL" Production

"National" Dispensing Bottles

are Strong, Serviceable and Sure-sealing!

NEATLY PACKED IN 6 DOZEN NON - RETURNABLE CARTONS



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ALSO . . . Cork mouth Bottles
WASHED & PAPERED
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WHITE - ENAMELLED TIN PLATE
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HAVE YOU GOOD STOCKS OF
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Ranging in size ½ oz. up to 3 oz.
Plain or teaspoon graduations
Medium & tall types

MANUFACTURED IN BEST QUALITY WHITE FLINT, AND PACKED IN FREE NON-RETURNABLE CARTONS

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(*WHOLESALE ONLY*)

For
PARTICULAR PEOPLE

For use with Sanitary Towels as a DEODORANT and to prevent chafing. It neutralises body odours at once.

ORDER FROM YOUR WHOLESALE HOUSE

THE
"MATER"
CLINICAL REGD.
The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

ALL TYPES OF CLINICAL
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(ESTABLISHED 1852)
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EXPERTS in SPECIAL ARTICLES to MEASURE.
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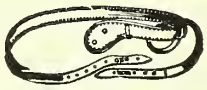
SUSPENSORY BANDAGES. ELASTIC HOSIERY (Seamed and Seamless)
TRUSSES (Spring and Elastic) for all types of Hernia.



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Established over a Century
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"BRITANNIA HOUSE"
256-260 OLD STREET, LONDON, E.C.1
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Specialists in the manufacture of
SURGICAL DRESSINGS

5% SPRING BONUS

UNTIL MARCH 31, 1938

PLUS

33⅓% REGULAR PROFIT

THROUGH NEW VOUCHER SCHEME

Every unit wrap of Camelia Sanitary Towels now bears a price voucher, showing you the purchase price of the contents. Collect these vouchers to the value of 10 guineas, send direct to us, and you receive a free case of 4 dozen "Camelia" Ideal 6d. Towels, representing a bonus of 24/- selling price. This will increase the *regular profit* on your "Camelia" purchases from the usual 25% to 33⅓%.

To introduce this scheme, we are also offering an additional bonus of 5% discount on all orders of 6 dozen boxes or more of "Camelia" Towels, for despatch not later than March 31, 1938.

All Camelia Towels now have a perfect moisture-proof backing and all are wrapped in brown paper and string inside the carton to save you time and trouble at the counter.

NOTE. Vouchers valid only if full marked price has been paid.

Camelia

SOLUBLE SANITARY TOWELS

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C.2

COTTON WOOL . . .

Qualities for all purposes. Coloured for Bacteriological work. Non-Absorbent. Medicated, etc.

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were ordered in the first eight months of this year for use in Chemists' shops in the U.K.

Allowing for the fact that some shops use more than one Register, this is convincing proof of the rapidly growing realisation among retail chemists that a suitable modern "National" means less worry, less bookkeeping and MORE net profit. Are *you* interested in these things?

An illustrated booklet, "SYSTEMS FOR CHEMISTS," complete with interesting table, will be sent gratis on request to readers of this Journal. Write or phone for a copy now.

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IN CARTONS
6 for 6d. and 12 for 1/- and 1/2, 1/6 and 2/-
also MAKERS OF "ORIGINAL" & "K" SAN TOWELS

Every sale means 21/- clear profit

and it's easy selling !

Point out to your customers the rounded Shearing Head (patented throughout the world) which makes the Shaver move easily and smoothly over the face and massages as it shaves.

Every Chemist in the country wants to increase his turnover.

NOW IS YOUR CHANCE

Since first introduced, the "SPEEKO" ELECTRIC DRY SHAVER has gone like wildfire. The trouble has been not to sell but to make ! Ample supplies are now ready and this is your opportunity to get busy on a line which is well worth handling from every point of view.

Almost every man who comes into your shop is a potential buyer. Every one of them detests the old-fashioned, risky business of shaving. With the "SPEEKO," shaving becomes a pleasure. No more messy lathering—No more cuts—No preparation—No trouble. You just plug in !

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Wholesale **£2-2-0**
and special discounts for quantities

The
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ELECTRIC DRY SHAVER

Full details from the Sole Distributors for Gt. Britain, Australia, New Zealand, S. Africa, India & Colonies

THOMPSON & CAPPER WHOLESALE LTD.
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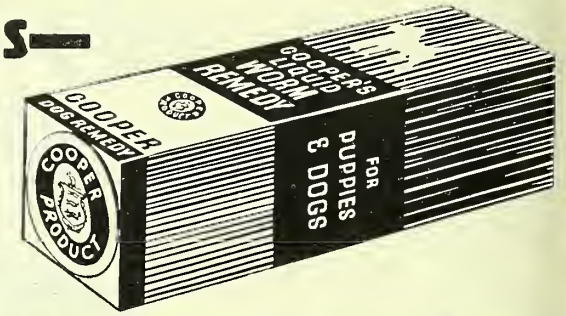
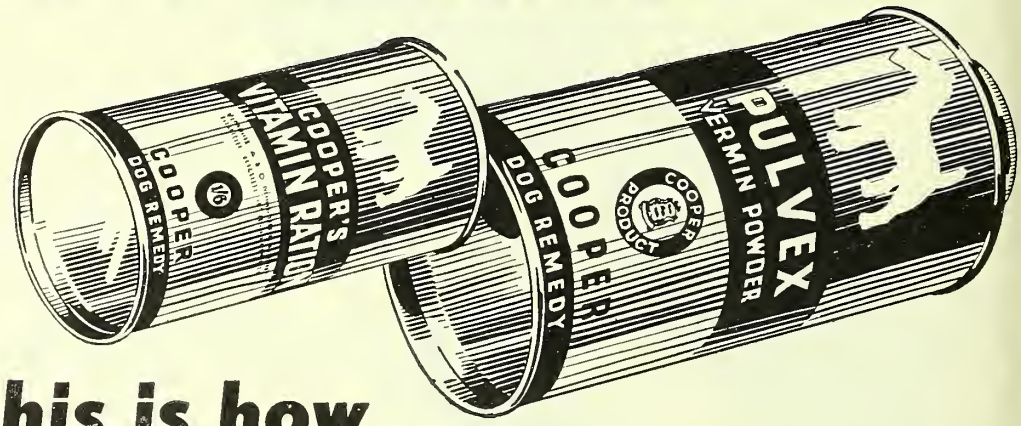
With every casual sale of this—



you can make a regular customer for these two profitable lines



And this is how to do it

If a customer asks you for a worm remedy for his dog, do you let him go till he wants another? That won't bring you much profit. But you can make 9 times the profit if you tell him about the Cooper Health Routine.

The Cooper Health Routine is just what dog owners have been waiting for. It aims at making constant worming unnecessary. Two fast-repeating Cooper lines are involved in the treatment, **Pulvex and Cooper's Vitamin Ration.**

Pulvex is a remarkable insecticide which not only rids a dog of fleas, but keeps him immune for a whole week. It is a well-known fact that fleas cause 87 per cent. of tapeworm. **So the regular use of Pulvex protects dogs against tapeworm.**

Cooper's Vitamin Ration is the greatest safeguard against roundworm infection. It cures the habit of eating excreta. This scavenging habit spreads roundworm from one dog to another. **Therefore, regular use of Cooper's Vitamin Ration safeguards dogs against a serious cause of roundworm.**

3 sales in 1

So, every time a dog owner asks for a worm medicine, sell him Cooper's Liquid Worm Remedy and then explain why he should buy Pulvex and Cooper's Vitamin Ration. Pulvex is used once a week and the Vitamin Ration once a day; therefore a casual customer becomes a regular.

Weekly advertisements in the leading Dog Journals are explaining this remarkable Cooper Health Routine to dog breeders. Display these Cooper products in your window and on your counter and get the new business. By so doing, many dealers have already developed a slow veterinary sideline into a big and profitable department.

THE COOPER HEALTH ROUTINE

Advertised every week in Dog Journals

1. **COOPER'S LIQUID WORM REMEDY,** small dogs 1/3, larger dogs 2/6.
2. **PULVEX VERMIN POWDER,** 6d. and 1/3.
3. **COOPER'S VITAMIN RATION,** 1/6 and 2/9.

TRADE TERMS—less 33⅓% and less 5% cash monthly

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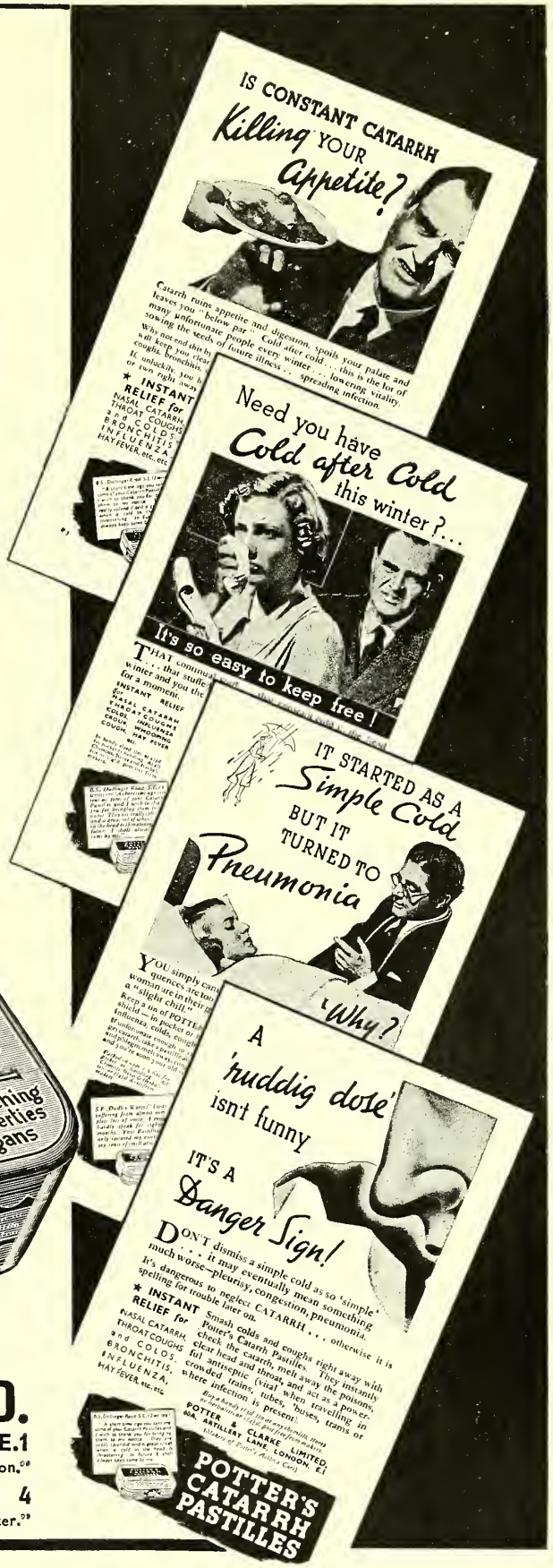
- Constant Sales

P.A.T.A. 1/3, 11/- doz.

- *Packed in half-dozens*

Write for special Bonus Terms



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'Phone: Bishopsgate 4761 (5 lines). 'Grams: "Horehound, Phone, London."

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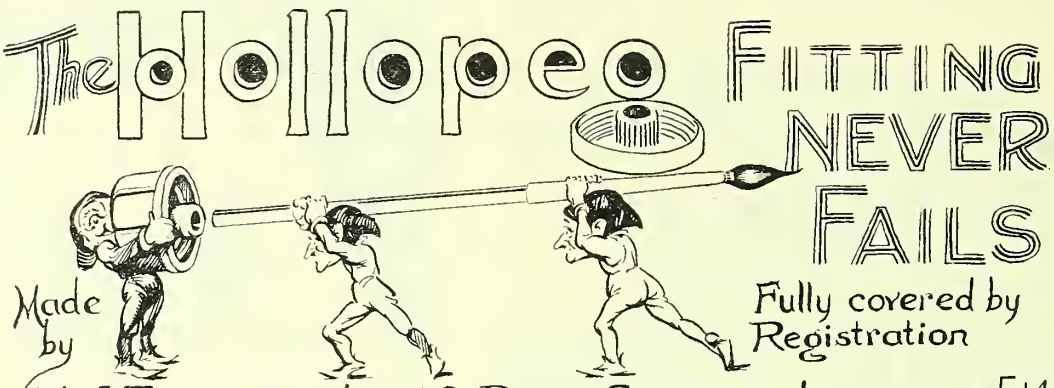
'Phone: Blackfriars 8734. 'Grams: "Horehound, Manchester."



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Distinctive Bottles Promote Sales
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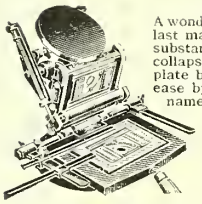
TELEPHONE: ROYAL 3659-4042



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(Trade Mark)

The established toilet preparation which has built a well-merited reputation for high quality.

This new display card (079) and a showcard of the same design (078) are now available to pharmacists.

Please quote distinguishing numbers on your request.

In the interests of pharmacists, the public and ourselves, manufacturers and vendors of IMITATIONS of "'HAZELINE' SNOW" are rigorously prosecuted.

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An apology . . . .

K. K. AMBER,
L.M.P. (Calcutta)
12, Bazaar Road,
Royapettah,
Madras.

I, Dr. K. K. Amber, Proprietor of the firm of Chandra Harisen & Co., Tellicherry, Malabar, S.I., INDIA, tender to Messrs. Burroughs Wellcome & Company (The Wellcome Foundation Limited), of Bombay and London my humble apology for infringement of their trade marks "HAZELINE" and snow clad mountain devices and agree to publication of this apology. I hereby undertake to withdraw from sale and to destroy, or hand over, all labels, cartons, printing blocks, and other printed matter which simulate the get-up or style of "'HAZELINE' SNOW" by use of the term "HAZELINE," or by the predominant use of snow clad mountain devices.

Further, I undertake that I will not use hereafter any name or mark, or label or carton, which is similar to, or has any resemblance with, the names, or marks, or labels or cartons of the products of Messrs. Burroughs Wellcome & Company.

Dated this 21st day of December 1937

(Sd.) K. K. Amber

BURROUGHS WELLCOME & CO., LONDON

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COLDS CATARRH

INFLUENZA

Use regularly a few drops of

WARRICK BRAND

NASAL VACCINE

Prepared from micro-organisms which are intimately associated with colds etc., and which are present in nasal and throat passages. It acts by stimulating the tissues to develop resistance and therefore natural immunity. Three weeks treatment usually gives 2—3 months' immunity from colds. Invaluable also for curative treatment of colds, etc.,

A rapid Seller!

PROFITABLE!

Each bottle with dropper and in carton.

ATTRACTIVE SHOWCARD.

Usual (**3**/-) size costs **20**/- per dozen.

Double (**5/6**) size costs **36**/- per dozen

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Published Weekly at

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PARIS : 155 AVENUE DE WAGRAM, XVIIe (TEL. ETOILE 19-79)
AMSTERDAM-C. HOLLAND : PLANTAGE FRANSCHELAAN 32

News of the Week

Key Industry Duty Exemption

The Treasury have made an Order under Section 10 (5) of the Finance Act, 1926, exempting ETHYL BENZOYL BENZOATE from Key Industry Duty from February 16, 1938, until December 31, 1938.

Import Duties Advisory Committee Notice

The Import Duties Advisory Committee give notice that they have decided not to make any recommendations in regard to the application previously advertised relating to BARIUM CHLORIDE.

Business Changes

MR. W. A. HOLBURN, M.P.S., is shortly opening a pharmacy at 80 Cavendish Street, Keighley, Yorks.

ROUSE BROS. (LONDON), LTD., manufacturing chemists, 7 Charlotte Street, London, W.1, have taken over the business of Marshall & Co., manufacturing chemists, Disraeli Road, E.7.

Proprietary Articles Trade Association

ADDITIONS TO PROTECTED LIST.—North's Rubber Co., Bathing caps, Swallow Girl, 3s. 11d., 31s. doz.; Cable, 1s. 6d., 12s. 6d. doz.; Bandeau, 1s. 11d., 15s. 3d. doz. Parfums Devillon, Carnet De Bal, No. 9110, 12s. 6d., 100s. doz.; 9107, 18s., 42s. each ; 9123, 110s., 73s. 4d. each.

Birmingham

LECTURE BY MR. DEACON.—Mr. W. Deacon, J.P. (a member of the Pharmaceutical Society's Council), addressed a meeting of the local Association and Branch on February 16 on "The Romance of Hospitals." Mr. F. W. Yeomans proposed the vote of thanks, which Mr. Marston seconded. Dr. E. G. Bryant was chairman.

CITY ANALYST'S REPORT.—1,349 samples were submitted by food and drug sampling officers to the City of Birmingham analyst during the fourth quarter of 1937. Of these, 39 samples were bought formally and 1,310 informally. A sample of ground ginger was found to contain an abnormally low water-soluble extract and water-soluble ash, indicating that the ginger had been partially exhausted. It was found that the vendor had recently bought the business, including the stock in hand, and she promised to discontinue selling the ginger ; in view of this undertaking no action was taken. A sample of non-alcoholic raisin wine, which was labelled to the effect that no preservatives were present, was found to contain 260 parts per million of sulphur dioxide. Such wines are allowed to contain 200 to 350 parts per million without declaration, so that the label was unnecessary. The makers were communicated with. They stated that previously a special process of manufacture had been employed which dispensed with the use of sulphur dioxide as a preservative. Owing to complaints this process had been discontinued and the amount of sulphur dioxide allowed by the Preservative Regulations had been used. A sample of lotion for use in rheumatism, arthritis, etc., was examined. The formula was printed on the label, the principal constituent being industrial alcohol (94.8 per cent. stated to be present), and the remainder made up of small quantities of ammonia, castor oil and essential oils. Analysis showed that 77 per cent. only of alcohol by volume was present, the balance being made up with water. The managing director of the manufacturing firm admitted that the industrial spirit which he bought was diluted before being used as an ingredient. He thought it was perfectly legal to break down alcohol with distilled water and still call it alcohol ; he decided to make future mixings correspond with the formula on the label.

Blackburn

NORTH-EAST LANCASHIRE BRANCH.—At the annual meeting of the North-East Lancashire branch of the Pharmaceutical Society, on February 9, Mr. H. H. Atherton presiding, Mr. F. Gillibrand (secretary) reported that an apprentice who had suffered bereavement at a critical time in his pharmaceutical career and had been granted assistance from the Glyn Jones Fund, continued his studies and had since qualified. A letter was then read relating to newspaper publicity and offering to assist branches with articles written by a pharmacist who had had practical experience in journalism. The matter was referred to the Committee. Mr. Gillibrand said he sent out a questionnaire to 160 members in Blackburn, Accrington, Darwen and Rossendale areas, on the question of classes of instruction in air-raid precautions, and received eighty-six replies. Of these seventy-four were in favour of attending classes. The response was better than they had had on any other subject he could recall. A letter was read concerning the British Pharmaceutical Conference, Edinburgh, in September, and the president or his deputy were appointed to attend. Mr. R. Stephenson (recently appointed treasurer) gave details of the balance sheet, and the accounts for the charity whist drive and dance were read by Mr. L. Mossop. Both accounts were accepted, and thanks were expressed to the treasurers. Mr. Gillibrand said a scheme had been adopted some time previously of making collections at meetings for the Benevolent Fund ; a useful sum had been raised. In his presidential address Mr. Atherton said the committee would like to see a larger attendance at business meetings, especially of members living in outer districts. Mr. H. Carter moved a resolution of thanks to the officials, and this was seconded by Mr. J. Isherwood and carried. The following officers were then appointed: *President*, Mr. H. H. Atherton ; *Vice-President*, Mr. E. Eccles, Oswaldtwistle ; *Secretary*, Mr. F. Gillibrand.

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Treasurer, Mr. R. Stephenson ; *Auditors,* Messrs. A. Heath and W. H. Lightbown; *Committee,* Blackburn: Messrs. R. H. Lucas, H. Carter, F. Burke, T. S. Nowell, F. Mullineaux, J. Gillett, L. Mossop ; Rishton: Mr. D. Schaefer ; Darwen: Mr. B. Sellars ; Accrington: Mr. S. H. Sidebottom ; *Social Committee,* Messrs. H. H. Atherton, H. Carter, J. Gillett, R. Turnbull, L. Mossop, R. H. Lucas and F. Gillibrand. Mr. W. H. Lightbown moved that meetings should be arranged at Darwen and Accrington to stimulate the interest of members in these centres. Mr. J. Isherwood seconded, and this was agreed. Mr. R. Turnbull said there was a tendency to-day towards shorter hours, and he suggested that chemists should identify themselves with it. In Blackburn and elsewhere steps were being taken to make closing hours on Monday and Tuesday 7 p.m., and he urged chemists to fall into line with the movement. The chairman said, strictly speaking, this subject was outside the sphere of the branch, but he would not prevent members expressing their views. Mr. H. Carter said he wished to make clear, as official delegate to Blackburn Chamber of Trade, that there was not unanimity on this question. The matter had not escaped the vigilance of the Blackburn Chemists' Association, but they were under contract with the Ministry to keep open for certain hours, and a change would necessitate the approval of the Insurance Committee. Mr. W. H. Lightbown said the contract did not prevent chemists from trying to get better hours and conditions, and there was no reason why they should not do this if earlier hours were desired by members. No action was taken.

Blackpool

N.P.U. MEMBERSHIP SUGGESTION.—Mr. F. H. Stuttard presided over a meeting of the Blackpool Branch of the National Pharmaceutical Union on February 8, when Mr. A. Dobson (a member of the N.P.U. Executive) spoke on the development of the Chemists Friends' scheme and the recent London conference on National Health Insurance. Mr. Dobson urged members to use the clearing house more than they did, and said the average saving was £4 5s. per member per annum. In subsequent discussion, the suggestion was made that Mr. Dobson should propose to the next meeting of the Executive that membership of the N.P.U. should be open to all chemists and not confined to those in retail business. Mr. R. Varley proposed and Mr. T. Haslam seconded a resolution that a leader chemist for each district should be appointed. Mr. I. Steele and Mr. Haslam thanked the speaker for his address.

Brighton

DOCTORS AND CHEMISTS MEET.—The annual joint meeting of the British Medical Association (Brighton branch) and the Brighton and Hove Association of Pharmacy was held on February 10. After supper, a meeting attended by about eighty doctors and pharmacists was presided over by Mr. W. G. Northey (president of the Association). The subject for discussion, "The Prescription," was introduced by Mr. H. B. Mackie, Ph.C., B.Pharm., who appealed to the doctor to revert to simplicity in prescribing. What could beat pil. blaud, he asked, provided it was freshly prepared? Prescribers should not be afraid to write recens, though the chemist might not like it. What better urinary antiseptic was there than inf. buchu recens, he went on, and why were not more suppositories prescribed? Among the reasons advanced by medical men during the subsequent discussion for the change in prescribing were the fear of incompatibilities and the lack of knowledge of flavouring agents. One doctor emphasised the importance of definite times being stated for doses, particularly for such things as creosote and phenol, which arrested digestion. Mr. Mackie, summing up, appealed to medical men to forget their fear of incompatibilities. Unpleasant flavours could easily be overcome, he concluded. Mr. Mackie was thanked for his talk on the proposition of Dr. W. N. Maple (chairman, B.M.A. branch).

Leeds

THREE SPEECHES.—A meeting of the Leeds Branch of the National Pharmaceutical Union was held on February 8, Mr. E. Buckley in the chair, when Mr. F. C. Stock spoke on "Perfumes and their Origin" ; Mr. E. S. Mitchell gave a talk on the benefits of the Chemists' Sickness and Provident Society ; and Mr. N. Hirst spoke on "Avenues of Expansion for the Chemists' Friends Scheme." Mr. Hirst said that as most of the retail pharmacists were supporting the scheme they must look to the two other main bodies for expansion. Pharmacy stood or fell as a body, and improvements in one section eventually affected another. In their own interest the company-chemist employees and hospital pharmacists should give support to the C.F. scheme. Mr. W. Eaddie gave a brief report of the recent Conference of Pharmaceutical Committees. It was agreed to support Mr. T. Heseltine for the N.P.U. executive election. The chairman brought to the notice of the meeting a label for C.F. goods which has been approved by Mr. Mallinson. A vote of thanks to the speakers was proposed by Mr. Armitage and seconded by Mr. Shooter.

London

SEAWEED IN INDUSTRY.—Professor Thomas Dillon (University College, Galway) at a meeting of the Society of Chemical Industry at Burlington House, London, W.1, on February 7 spoke on the commercial uses of seaweed. One use recently discovered, he said, was the suitability of seaweed after chemical treatment for roofing, panelling, linoleum, and even as a cloth fabric. He admitted that the inorganic constituents of seaweed alone offered no prospect of maintaining a separate industry, which could only survive if use could be made of the organic constituents.

WOMEN PHARMACISTS.—A meeting of the National Association of Women Pharmacists was held on February 10 to hear Miss Joyce Bailey, B.A. (occupational therapist, Maudsley Hospital), give an address on "Occupational Therapy—What It Is and How It Is Done." The president (Miss E. B. Blundell) occupied the chair. Miss Bailey declared the humane treatment of the insane started at the end of the eighteenth century, though there was a lapse about the middle of the nineteenth century. At the present time the subject was more advanced in America than in England. Occupational therapy comprised any activity of mind or body which was directed on a written prescription to aid recovery from disease or injury. A knowledge of the patient's history was important. excitable patients should be given some sedentary occupation and depressed patients stimulated. Treatment could be adapted to cover practically every movement of the body. Physical exercises and games played a large part in the training as they improved breathing and sleep. Questions were asked by Mrs. Tritton, Mrs. Freke, Miss Dennis Hayes and Miss Borrowman and a vote of thanks was proposed by Mrs. Freke and seconded by Miss Sachs.

Manchester

LADIES' NIGHT.—The Manchester and District Pharmaceutical Masonic Association held their second ladies' evening of the season on February 9, when guests were received by the chairman (Bro. R. Millner) and Mrs. Millner. The following toasts were honoured: "The Chairman," "The Ladies," and "The Visitors," proposed by Bros. Fisher, Woodhead and Wild. Replies were by the chairman, Mrs. Millner and Bro. Williams. In a whist drive, conducted by Bro. Hummel, the following were prize-winners:—*Ladies,* (1) Mrs. Bridgford, (2) Mrs. Colk (3) Miss Baggaley ; Hidden number, Mrs. Woodhead ; Travelling prize, Mrs. Millner. *Gentlemen,* Bro. Tyler and Bro. Bridgford. After an interval for refreshments, dancing followed until midnight, Bro. Wild acting as M.C.

SOCIETY'S SECRETARY AT MANCHESTER.—Mr. H. N. Linstead on February 10 addressed a joint meeting of the Manchester Association and Branch on "The Last Ten Years and the Next." Mr. J. H. Franklin presided. Mr. Linstead said that the factor dominating pharmaceutical affairs of the last ten years was the passing of the 1933 Act. They were now in a position to judge how the Act was going to affect the calling. The late Sir W. S. Glyn Jones, in a memorandum published some ten years previously, had suggested that the Government had some responsibility to chemists in virtue of the training they had undergone. The Society as then constituted was not equipped to do this, but its statutory duties might be placed the memorandum suggested, under a Government-appointed Pharmacy Board, under which all interests in pharmacy could be amalgamated. Inquiries by excise officers in recent months led the speaker to believe that the Board of Customs and Excise were obtaining information connected with medicine-stamp duties to help the Chancellor in formulating his coming budget. They must be prepared for proposals of some form of taxation which would be so framed that there would be little hope of

nodification if the Treasury insisted upon them. Dealing next with education, Mr. Linstead said that the Society's standard of education ensured that entrants into pharmacy were of the best type—from secondary schools. The probable cost of the new building, Mr. Linstead announced, would be about £12 per head of membership, and he saw no reason why there should be any increase in subscription fees. In connexion with a pharmaceutical army service, there had been a substantial advance on the part of the War Office. Plans were not yet completed, but he was sure they would provide a more attractive scheme and give some recognition to the pharmacist. He hoped when a grant was available they would be able to send specialised instructors on air-raid precautions to branches to finish off any preliminary training members may have had. The main problems to be faced in the near future, he thought, were not legislative but economic. In 1930 there were 12,300 chemists' shops ; in 1937 the number had increased to 15,200 In 1930 the ratio of pharmacies to the population was 1 in 5,000, to-day the ratio was 1 in 2,000, compared with 1 in 10,000 in Belgium and Germany. During the last ten years the net increase of qualified men on the register was 6,000. At headquarters they considered the only way the problem could be met was by their educational policy. In conclusion Mr. Linstead touched upon the respective spheres of the Society and the National Pharmaceutical Union. He thought it was all a question of machinery. They should consider which possessed the best piece of machinery to deal with a particular problem. After questions and discussion a vote of thanks was proposed by Mr. H. Brindle and seconded by Mr. J. W. Wood.

Merseyside

PHARMACIST'S LUNCHEON ADDRESS.—At a Liverpool Round-Table Club luncheon on February 9, Mr. H. Humphreys Jones (principal, Liverpool School of Pharmacy) spoke on "The Non-Material Aspect of Some Material Things."

NO CHANGE IN EARLY CLOSING DAY.—By an overwhelming majority the Birkenhead Chamber of Commerce on February 7 decided against altering the early-closing day for shops in the town from Thursday to Wednesday. Only nine voted in favour of approaching the Town Council to arrange a change.

BALL.—The annual ball of the Birkenhead and Wirral Pharmacists' Association was held at Birkenhead Town Hall on February 10. The organising committee consisted of Mr. Peter Grant (president), Councillor Mrs. Grant, Messrs. F. Snow (secretary), C. H. Wright, and J. H. Preston. The Mayoress of Birkenhead was present with the Mayor (Alderman C. McVey) for the greater part of the evening. Dancing continued until a.m., and whist was arranged for those who did not care for dancing. Whist prize-winners were:—*Ladies:* 1, Mrs. Gray; 2, Mrs. Hope ; Consolation, Mrs. Copland. *Gentlemen:* 1, Mr. R. Hope ; 2, Mrs. Downing ; Consolation, Miss . Graham. Prizes were presented by Councillor Mrs. Grant.

REORGANISATION SUGGESTED.—A meeting of the Waterloo, Seaforth and Crosby Pharmacists' Association was held on February 14, the president (Alderman J. Allen Jones) in the chair. The secretary was instructed to circularise proprietor-pharmacists in the area on the subject of early closing. A preliminary report on the dance held on February 10 showed that a substantial surplus was available, and it was unanimously resolved to send £3 3s. to the Pharmaceutical Society's Benevolent Fund, and to hold the balance in reserve for future contingencies. It was agreed to extend the existing arrangements for Sunday rota service to September 25, 1938. The secretary was instructed to get in touch with officials of the Liverpool Branch of the Pharmaceutical Society and Liverpool Chemists' Association to make suggestions for reorganising Merseyside pharmaceutical bodies.

Norwich

LECTURE ON DIETETICS.—At a meeting of the Norwich and District Branch of the Pharmaceutical Society on February 1 a letter from Mr. B. Dewing, Ph.C., resigning the chairmanship, was read and was accepted, Mr. J. F. Collin being unanimously elected *Chairman* until the next annual meeting. Mr. A. R. Chamings, B.Pharm., Ph.C. (Leicester School of Pharmacy), then addressed the meeting on "Dietetics and the Pharmacist." He stated that prevention of disease was largely bound up with a correctly balanced diet. In fact, dietetics might be termed the prophylactic treatment of disease. The subject was of growing importance to the pharmacist, as borne out by the increasing number of food products found in the wholesalers' drug lists. Too much meat and too little vegetable were included in most people's diet. Modern foods such as white flour and various preserved foods were a serious menace to health. The increase in diseases such as diabetes and cancer was possibly due to the high refinement of foods. Most foods were fuel foods giving heat and energy ; the amount of energy could be calculated in calories. Carbohydrates were easily and quickly absorbed, and were thus a source of quick energy. Large quantities must be taken, in contrast to other foods, and reserves were used up rapidly. Fats gave about twice as much energy, were less rapidly absorbed, and their effect was spread over a much longer period. Proteins included meat proteins (complete) and vegetable proteins (incomplete). Herbivorous animals were able to eat large quantities of vegetables and convert the incomplete into complete proteins. Vegetables, however, contained important mineral salts which are essential to life. Hence the protein portion of a diet should consist of 50 per cent. complete and 50 per cent. incomplete proteins. When vegetables were boiled valuable salts were lost. They were much better steamed. The human body needed at least four to six pints of water a day. The speaker concluded with a review of the vitamins. Mr. Collin asked whether drinking with meals was good or bad. The reply was: "It is preferable to drink fifteen to twenty minutes before a meal." Mr. R. R. Margetts asked whether tinned milk contained the vitamins ; Mr. Chamings replied: they might contain some, but the method of preparation must destroy the greater part. Mr. A. E. Read asked: "Is high-pressure cooking preferable to boiling of vegetables?" Mr. Chamings replied that high-pressure cookers acted like the autoclave and sterilised at high temperatures. Vitamins would not stand these temperatures. Mr. T. W. Thomas proposed a vote of thanks, seconded by Mr. Davies.

Portsmouth

LADIES' COMMITTEE DANCE.—A dance organised by the ladies' committee took place on February 9, continuing until the early hours of the morning. At the conclusion Mr. T. A. Johnson (vice-chairman) voiced the appreciation of the company to Mrs. H. A. Mecoy (wife of the chairman) congratulating her, her committee and Mrs. W. E. Bown (secretary) upon the success of their efforts. Mrs. Mecoy acknowledged the support of helpers.

South Wales

DIPHTHERIA IMMUNISATION.—Details of the address to be given to pharmacists on this subject by Dr. Greenwood Wilson (Medical Officer of Health, Cardiff) may be obtained from Councillor Frank Edwards, M.P.S., 192 Cowbridge Road, Cardiff, who has been jointly responsible for organising the meeting.

BENEVOLENT FUND.—Mr. J. D. Jenkins, who died on December 23, 1937, raised nearly £1,200 during his lifetime for the Society's Benevolent Fund. At his death the wish was expressed that instead of wreaths pharmacists should give a donation to the Fund. A sum of £26 was contributed in response to this request.

GOLF.—As a result of the golf competitions run by the Cardiff and District Branch of the Pharmaceutical Society, the Benevolent Fund has received £1 10s. The Virol cup winner was Mr. E. G. Howell. Mr. A. S. Gordon won the B.D.H. cup, Messrs. A. H. Hughes and C. Allansen and A. and H. bowl, and Miss G. Jones and Mr. C. Allansen the Terry bowl.

OFFICERS AND A SUBCOMMITTEE.—The annual meeting of the Aberdare and Merthyr Branch of the Pharmaceutical Society was held at Aberdare recently, Mr. A. B. Andrews (president) in the chair. Mr. Andrews recalled that it was the first meeting since the death of Ald. H. M. Lloyd, J.P. (treasurer). The secretary reported that he had sent a letter of condolence to the family at the time, and his action was confirmed, it being decided to record in the minutes the high appreciation of Mr. Lloyd's services to pharmacy. Several new members were welcomed, and Mr. C. D. Jenkins, Treharris, was congratulated on obtaining his Ph.C. at an early age. Mr. John Francis, Merthyr, was appointed to fill the vacancy on the Technical College advisory committee, Cardiff, caused by the death of Mr. Lloyd. A subcommittee consisting of Messrs A. B. Andrews, A. A. Jones, J. Enos Jones, together with the president and secretary, was appointed to arrange details of a golf competi-

tion. The following officers were then elected: *President*, Mr. A. B. Andrews, Aberdare (re-elected); *Vice President*, Mr. H. Parry, Nelson; *Treasurer*, Mr. John Francis, Merthyr; *Secretary*, Mr. H. Noel Thomas, 25 Whitcombe Street, Aberdare. The meeting concluded with a vote of thanks to the officers for their work during the past year.

Thames Valley

WINDOW DISPLAY COMPETITION.—A window display competition using Chemists' Friends goods or "own" specialities has been organised by the Thames Valley Pharmacists' Association for its members, to commence on March 7 for a period of a fortnight. Judging will be based mainly on pharmaceutical appearance, sales appeal and originality. The judges will be Messrs. A. J. Fairlee, J. E. Goodall (president, Wembley and District Chemists' Association), and Frank Noble (social secretary, Western Pharmacists' Association).

Miscellaneous

STAFF THEATRE.—A club room and theatre, built by Horlicks Malted Milk Co., Ltd., at the factory, Slough, for their staff, was formally handed over by Colonel J. N. Horlick on February 11. The area of the theatre is six thousand square feet and it seats 545 when set out as a theatre. The stage is equipped with the latest lighting devices, the floor is adaptable for dancing, and cinematograph apparatus has been installed; the room will also be used as a canteen. A bound volume containing the signature of every employee was presented to Colonel Horlick at the opening.—Three puppet cartoon films for Horlicks malted milk have been shown at the Gaumont British private theatre in London; they will shortly be seen in a number of provincial centres.

IN THE COURTS.—At Manchester City Police Court, on February 9, nine summonses were heard against Jacob Levy, M.P.S., Altrincham Road, Sharston, for failing to make entries in his D.D.A. register. It was alleged that accused had failed to make the necessary entries, both as regards a number of purchases and prescriptions dispensed. Defendant admitted the offences, and on his behalf it was stated that an assistant had been delegated to make the entries but had not done so. A fine of £1 on each summons was imposed.—At Clerkenwell, London, Police Court, on February 14, W. C. Ford (Chemists), Ltd., were prosecuted for selling wine without an excise licence at a shop in Camden Road, N.W.1. Mr. Roper, solicitor, who appeared for the defence, tendered a plea of guilty. Mr. Willson, for the Board of Customs and Excise, in outlining the circumstances, said that a bottle of Wincarnis was purchased. "It has been submitted to an analyst," Mr. Willson stated, "and it has 27 per cent. of proof spirit." A fine of £3 and £2 costs was imposed.

Irish Notes

Dublin

DRUG TRADE STRIKE.—Since February 12 a strike has, as expected, affected the wholesale drug trade in Dublin. Some 400 workers employed by the half dozen large wholesale firms have ceased work to enforce demands for higher wages. Not only chemists in Dublin and district, but many in provincial districts served from Dublin will be affected. For ten days or more prior to the expiration of the strike notice chemists had been laying in supplies of drugs and proprietaries, and the wholesale houses were working at pressure. As a result, the full effects of the strike have not yet been felt, but prolongation may cause curtailment of supplies. To avoid dislocation of trade and inconvenience to the public, the employers suggested to the unions concerned that the strike should be abandoned pending the re-opening of a conference. The unions rejected this proposal. Two firms, not directly affected, gave notice to their staffs and closed on February 14 in support of the other wholesalers. No demand for increased wages had been made to these firms. It was learned on February 15 that an invitation to attend a conference on February 17 under the auspices of the Department of Industry and Commerce had been received by employers and the trade unions concerned. The employers have agreed to attend. Mr. P. C. Cahill (chairman, wholesale section, Irish Drug Association), discussing the strike situation, said: "We are going into conference at the Department's invitation and have asked that all unions concerned in the drug trade be represented. All affected firms will be represented." Firms involved in the strike have agreed to supply to retail chemists by post biological products or other preparations coming under the Therapeutic Substances Act, or items urgently required for prescriptions.

Scottish Notes

Dundee

WHIST DRIVE, SUPPER AND DANCE.—At the annual whist drive, supper and dance of the Dundee and East and Central Scottish Branch of the Pharmaceutical Society held on February 9, Mr. Davidson welcomed the guests, including a party of thirty who had travelled from Perth and Dr. J. Tait, Edinburgh (secretary, North British Branch). Dr. Tait declared that the event had become an annual event for him. Mr. Farquhar, Perth, thanked Mr. Davidson for his welcome, and Mr. J. R. Milne, Dundee, proposed a vote of thanks to the committee and to donors of prizes. Whist prizewinners were: *Ladies*, 1, Miss Simpson; 2, Mrs. C. Duncan; 3, Miss M. Debarry; consolation, Mrs. Gibson; lady as gentleman, Miss E. Clarke. *Gentlemen*, 1, Mr. Erentz; 2, Mr. Davidson; 3, Mr. Carmichael; consolation, Mr. J. B. Coupar. Other prizewinners were: *Spot Waltz*, Miss Smith and Miss Melroy; *Lucky Table*, Miss Docherty and Mr. Eddie.

Edinburgh

ROYAL PUBLIC DISPENSARY.—The report presented at the annual meeting of the Royal Public Dispensary, Edinburgh, on January 29, mentioned that the new building [*C. & D.*, November 6, 1937, p. 532] was now almost completed; it was hoped that it would be opened early in the spring.

AIR-RAID REFUGE ROOM.—A model refuge room in connection with air-raid precautions was on view in the Synod Hall, Edinburgh. There was a display of anti-gas accoutrements—the whole having been arranged by Boots, Ltd., in connexion with Edinburgh Corporation's air-raid precautions scheme.

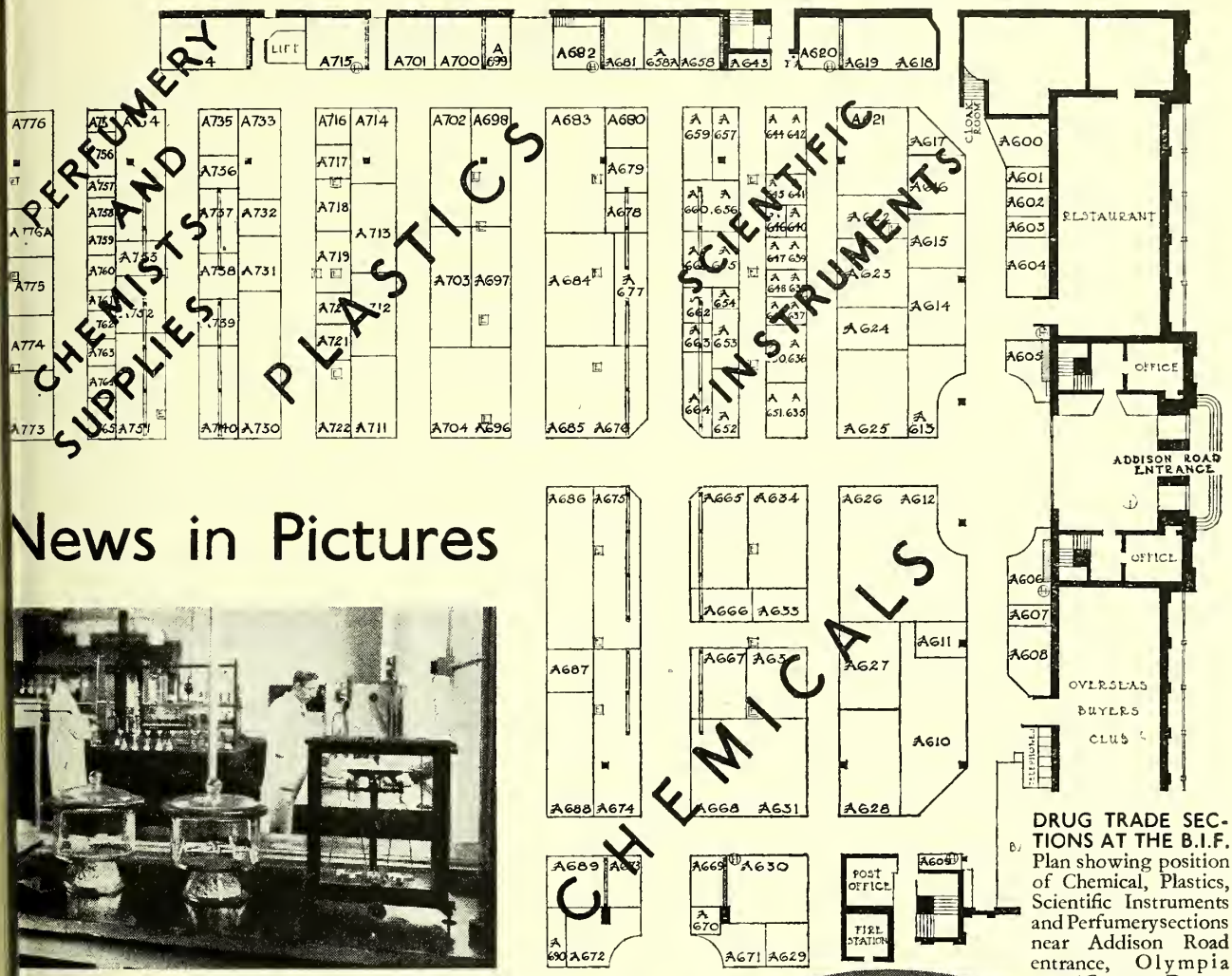
Glasgow

ADDRESS BY VICE-PRESIDENT.—A meeting of the Glasgow and South-Western Scottish Branch of the Pharmaceutical Society was held on February 9, Mr. A. B. Gilmour in the chair, when Mr. Thomas Guthrie (vice-president of the Society) gave "Some Observations, including a Descriptive Account of Old and New Headquarters." Mr. Guthrie showed lantern slides depicting the Society's present London headquarters and described the proposed new buildings. After making appropriate reference to the late Mr. Simmons (his predecessor as vice-president), Mr. Guthrie drew the attention of members to the Society's publication "The History of Pharmacy," by Mr. James Grier, and spoke of the origins of the Pharmaceutical Society. He referred to the subsequent specialisation in chemistry and in pharmacy which was to render almost impossible the combination of retail chemist and druggist, and pharmacist in the scientific sense, and quoted the remark of a Continental professor of pharmacy that "The remedies produced in pharmacies have for the last thirty years been fighting a desperate struggle against those made by factories, a struggle resulting in the constant retreat of the former." Mr. Guthrie expressed the view that the number of pharmacists in Glasgow was greater than the population needed. The annual wastage was 300, so that the number of entrants was more than ample. The higher standard of examination might be one cause of the reduction in number in 1936, but the more likely cause was the wider choice of employment offered by improving trade conditions. Mr. Guthrie dealt with the Benevolent Fund and the new Widows and Orphans' Pension Act, and with several questions asked by Messrs. Sinclair, Munro, Arthur, Wilson and Professor J. P. Todd. A vote of thanks was proposed by Mr. J. H. Ramsay (vice-chairman).

Miscellaneous

CO-OPTED COUNCILLOR.—Mr. G. Dempster, M.P.S., Lady bank, Fife, has been co-opted a member of the local town council.

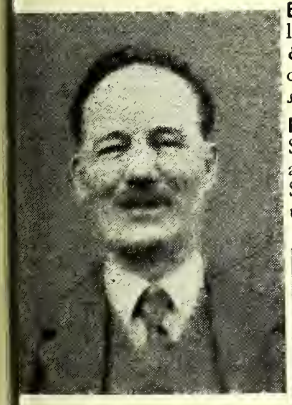
HEALTH EXHIBITION.—Alexander Turner & Co., chemists, Dumfries, made a special display of health products at the recent local Health Exhibition.



DRUG TRADE SECTIONS AT THE B.I.F. Plan showing position of Chemical, Plastics, Scientific Instruments and Perfumery sections near Addison Road entrance, Olympia (*Courtesy, Department of Overseas Trade*).

News in Pictures

BAKEHOUSE LABORATORY—Analytical department of H. W. Nevill & Co. Ltd., bakers of ordinary and diabetic breads (*See review of B.I.F. stands, pages* 216 *to* 220).



RANCH CHAIRMAN — Mr. 7. O. Pegg, recently elected *hairman*, North Nottinghamhire Chemists' Association A note on Mr. Pegg's pharaceutical career appears on *ge* 213).

ROF. E. FULLERTON COOK ith Mr. Herbert Skinner, hotographed by Mrs. Skinner Philadelphia, U.S.A., during e recent visit of Mr. and Mrs. kinner to America (*See letter, ge* 226).

PHARMACISTS' DANCE — Section from large group (*right*) at dance of Waterloo, Crosby & Seaforth Branch of Pharmaceutical Society (*Report, page* 203)

Parliamentary News

Sulphate of Ammonia

Mr. de Rothschild asked the President of the Board of Trade on February 8 the average price at which sulphate of ammonia was sold for export from the United Kingdom in each of the last six months for which statistics are available, together with the corresponding average prices to users within the United Kingdom.

Mr. Stanley: I will, with the hon. Member's permission, circulate it in the Official Report. Following is the answer:—

Table showing the average declared export value (f.o.b.) and the average wholesale price on the London market, of sulphate of ammonia during each month July to December 1937.

Month	Average declared value (f.o.b.) per ton	Average wholesale price per ton on the London market (*a*)
1937	£ s. d.	£ s. d.
July	6 3 3	7 5 0
August	6 4 5	7 3 0
September	6 4 0	7 4 7
October	6 8 7	7 6 0
November	6 5 11	7 7 6
December	6 9 6	7 8 10

(*a*) These are the average of weekly prices as published in the "Agricultural Market Report," and are for not less than 6-ton lots, at purchasers' nearest railway station. For lots of 4 tons and under 6 tons the price was 1s. per ton extra, for lots of 2 tons and under 4 tons, 5s. per ton extra and for lots of 1 ton and under 2 tons 10s. per ton extra.

Sale of Poisons

Sir E. Graham-Little asked the Home Secretary on February 11 whether his attention has been drawn to the recent case at Croydon where an unqualified person was fined for selling certain tablets containing poison, and it was shown that he had acted in ignorance of the contents due to the fact that the tablets had been supplied by a wholesaler without any warning; and whether he will consider the desirability of making regulations placing upon wholesalers the responsibility of refraining from selling preparations containing poisons to persons other than qualified chemists?

Sir S. Hoare: My attention has been called to reports in the Press of two recent cases at Croydon in which keepers of drug stores were convicted for selling a poison contained in Part I of the Poisons List, though the reports which I have seen do not altogether bear out my hon. friend's description of the circumstances. As regards the second part of the question, I would point out that the Act itself provides for the sale of certain poisons by persons other than chemists; and I do not think that it would be practicable to place upon wholesalers the responsibility for ensuring that the retailers to whom they supply poisons are, in fact, entitled to resell them. Wholesalers are required to label the containers of poisons with the name of the poison and certain other particulars, and so far as the present cases are concerned, I understand that the requirement was complied with.

Topical Reflections

By Xrayser

International Pharmacopœia Proposal

I congratulate Dr. C. H. Hampshire on his appointment as chairman of the Technical Commission of Pharmacopœial Experts nominated for the purpose of attempting to compile an international pharmacopœia (p. 173); it is a matter for general satisfaction that the work of a distinguished British pharmacist has been recognised in this way. I do not envy him his task; for, to be quite frank, the history of previous attempts to devise a collection of formulas and standards which would be binding on those who accepted them does not lead one to entertain unqualified hopes of a happy issue. A column or more of your space would be needed for the recapitulation of that chequered history, beginning with the International Congress of Pharmacy held in 1867 and ending with the International Conference for the Standardisation of the Formulas for Potent Preparations in 1925. You dealt with the subject in your issue of April 16, 1927, and Dr. Hampshire himself referred to it in his address from the chair at the Leeds British Pharmaceutical Conference of 1934. Of the thirty-two Governments represented at Brussels in 1925, fifteen ratified the agreement (completed as late as 1929), and ten of the fifteen added reservations. Article 8 mentioned seventy-seven drugs; forty-three of these appear in the present British Pharmacopœia and only twenty of them are in accordance or virtual accordance with the specifications of the Agreement. Article 35 empowered the Belgian Government to enter into certain negotiations with the League of Nations. Presumably the present announcement is the outcome of Article 35; but if it has taken nine years for the Agreement, after it became effective, to penetrate the recesses of the League of Nations headquarters, how long will it take for the new programme—comprising, as I read it, not less than five sections—to come to maturity? And what has become of the parallel effort, launched in Paris in 1928, to produce an international formulary of unofficial medicines?

Scientific Research and Industry

If we look beneath the surface of the latest annual report of the Department of Scientific and Industrial Research (p. 188), we find a certain relationship to the topics I have just outlined. A broader question of policy is raised by the statement that the National Physical Laboratory is prepared to send members of its staff to manufacturers' works, in appropriate cases, to carry out investigations. The paragraph from which I have just quoted states that the Government grant amount to "nearly half" the sum contributed by various industries. The query naturally arises, in the case of each worker sent (not lent) to the works of a manufacturer: what are the respective shares in the financing of this investigation and how is the dual control exercised? It will not be surprising if the Department loses a certain number of its young members, tempted as they may be by unexpected offers of higher salaries coupled with prospects of more rapid promotion than is usual in a department under Government control. And, in addition, there is a borderland between science and technology where it is difficult to decide whether or not a given series of observations constitutes scientific research.

Collation of Results

My two preceding paragraphs have by no means touched on all that your last week's issue has to tell us about research; there are also, for instance, the Hanbury medallist's lecture, the attractive summary of the contents of the new French Codex, and the *précis* of the Canadian National Research Council's report. One point arising from the reading of these records of activity has hitherto received less than its due share of attention. I believe I have read, to the extent to which the subject-matter interested me, every report of the Department of Scientific and Industrial Research since they began to appear more than twenty years ago, with the exception of the current one. As those of your readers who have occasion to use these publications will remember, each section is followed by a bibliography consisting of entries varying in number from two or three to fifty or more. It is hardly credible that all of the work thus noted is strictly original; and it is, in a sense, a tragedy that in a world urgently needing economy of every kind—though Government departments do not seem to be aware of the fact—a great effort in research that may mean so much should be duplicated. One of the greatest needs of our day is a kind of clearing house for records of scientific investigation throughout the world.

Legal Reports

Pharmacy and Poisons Act.—At Stockport, on February 9, William Peel, described as a herbalist, was charged under the Pharmacy and Poisons Act, 1933. Prosecuting on behalf of the Pharmaceutical Society, Mr. E. McManus, solicitor, said the defendant's shop was visited by an agent of the Society on December 2. This agent purchased a tin of Rankins Head Ointment and then asked to see the licensed seller. The reply was that there was no chemist on the premises. When the tin was sent for analysis it was found to contain 0.41 per cent. of veratrine (alkaloid of sabadilla). Mr. McManus said that the second summons was based on the fact that the ointment did not bear the name and address of the seller as specified in the Act, so that, in the event of it being necessary to trace the seller, it would not be possible to do so. Defendant's name was not in the list of chemists and druggists. On the first summons defendant was fined £2, and on the second £1.

Disclosure of a Secret Process.—Damages of £15,000, with costs, were awarded by Mr. Justice Porter, in the King's Bench Division of the High Court, London, on February 14, to British Industrial Plastics, Ltd., (formerly the British Cyanides Co., Ltd.), Ideal House, Argyll Street, London, W., against their former works manager, Mr. Stephen Walter Doherty, Pine Walk, Carshalton. Claims against James Ferguson & Sons, Ltd., Ela Park Works, Prince George's Road, Merton Abbey, S.W.; and Mr. John Edward Ferguson (managing director of Messrs. Ferguson), Sutherland House, Marloes Road, W., for alleged conspiracy with Mr. Doherty to disclose a secret process, were dismissed, with costs. The case for British Industrial Plastics, Ltd., was that Mr. Doherty, who had been in their employ for thirty years, and left in 1932, disclosed to Messrs. Ferguson a secret process for the manufacture of amino-plastic moulding powders. The charges were denied by all the defendants. Evidence was given that British Industrial Plastics, Ltd., had spent £30,000 on research work in connexion with the process, which had not been patented, and they were the only company in this country capable of making satisfactory powders before the advent of Messrs. Ferguson into the same field. The hearing lasted over six days. In his reserved judgment, Mr. Justice Porter said that he was satisfied that the British Industrial Plastic process was a secret, and that Mr. Doherty had disclosed it to Messrs. Ferguson. Although the latter had been negligent in their dealings with Mr. Doherty, he held that there was no conspiracy. Messrs. Ferguson had admittedly used the method, disclosed by Mr. Doherty, as the basis for their own process, and previously had failed to make a satisfactory powder for moulding purposes. Mr. Justice Porter continued that Mr. Doherty, even if he were not bound by a secrecy agreement he entered into with plaintiffs in 1916, was under an obligation not to reveal his former employers' secrets, and was therefore liable for damages. Leave to join Ketle Products, Ltd., a subsidiary of British Industrial Plastics, as co-plaintiffs, was given. Plaintiffs also asked for an injunction restraining Messrs. Ferguson from making use of the plaintiffs' secret process. His lordship said that he understood this had been withdrawn, but if it were pressed he would hear legal arguments later.

Coming Events

Tuesday, February 22

Barrow Branch, Pharmaceutical Society, Gayton Rooms, Station Road, at 8.30 p.m. Dr. A. Crawford on "The Rôle of Minerals in Nutrition."

Wednesday, February 23

Birmingham Pharmaceutical Association, Grand Hotel, at 7.15 p.m. Dinner-dance.

Exeter Branch, Pharmaceutical Society, Rougemont Hotel, at 3.30 p.m. Mr. F. W. Adams on "A Review of Pharmaceutical Affairs."

Liverpool Chemists' Association, Adelphi Hotel, at 7.30 p.m. Annual dinner and dance.

Thames Valley Pharmacists' Association, Restaurant Frascati, 32 Oxford Street, London, W.1, at 7 p.m. Annual dinner and dance.

Thursday, February 24

Manchester and Salford Branch, N.P.U., Victoria Hotel, Deansgate, at 8.30 p.m. Mr. J. E. Blackwell on "The Chemists' Friend Scheme."

Company News

P.C. means Private Company and R.O. Registered Office

HARRISONS' (SOUTHPORT), LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, opticians, etc. R.O.: 13 London Street, Southport.

JOHN DAVIES & CO. (CHEMISTS), LTD. (P.C.).—Capital £100. Objects: To carry on the business of pharmaceutical, photographic and dispensing chemists and druggists, etc. Joseph Broadhead, 68 Lower Clapton Road, E.5, director.

J. TREVOR HUGHES (TOTTINGTON), LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturing and general herbalists, drug merchants, opticians, etc. Solicitors: Exton & Southworth, 27 Union Street, Bury.

LIQUID GAS CO. (NORFOLK), LTD. (P.C.).—Capital £500. Objects: To carry on business as manufacturers of and dealers in liquid and other gases, chemicals, disinfectants, etc. Robert T. Moore, Sunnydene, Hoveton St. John, director.

REFINED GREASE PRODUCTS, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in ointments, lotions, medicines, chemicals, drugs, etc. The first directors are to be appointed. Secretary: Donald Holt, East Street, Lindley, Huddersfield.

FENTON BROS. & TARPEY, LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of an oil and colour man, dealer in brushes, chemicals and other preparations and articles, and maker of and dealer in proprietary articles formerly carried on by the late Anthony V. Tarpey at Bury as "Fenton Bros. & Tarpey." R.O.: 15 Market Street, Bury.

SISTER LAURA'S FOOD CO. (EIRE), LTD. (P.C.).—Registered in Dublin. Capital £4,000. Objects: To acquire the business heretofore carried on in Eire by Sister Laura's Infant & Invalid Food Co., Ltd. Alexander D. Davidson, "Duddingston," St. Albans Park, Ballsbridge, Dublin; Raymond C. White, 7 Anglesea Road, Ballsbridge, Dublin; Robert S. Watson (address not stated), directors.

BUNTEN & REGEILA (SUDAN), LTD. (P.C.).—Capital £12,000. Objects: To deal in gum arabic, balata, gutta percha and other gums, senna, ivory, bees' wax, vanilla, pepper, cardamoms, camphor, aloes, cinchona, and other produce or products of the Sudan. The first directors are John L. Macfadyen (chairman) Adbel Latif Abou Regeila (vice-chairman) and Douglas P. Mackenzie. Solicitors: Mayo, Elder & Co., 10 Drapers Gardens, E.C.2.

WYROVOYS PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on business as manufacturers of and dealers in dyes, shampoos, powders and other preparations for the treatment and dyeing of the human hair, and to adopt agreements (1) with Jose Soldevida, Alfred M. Dyer and Alfred F. Smith, (2) with Andres Wyrovoy and (3) with the said Andres Wyrovoy and Osborne Garrett & Co., Ltd. R.O.: 47 Great Portland Street, W.

ASPRO, LTD.—Interim dividend declared of 10 per cent., actual, less tax (same), to be paid on March 5.

Voluntary Liquidation

Orzone (Ireland), Ltd., 10-12 North Street, Belfast, medical herbalists. At the meeting of the creditors the statement of affairs showed liabilities of £2,682 13s. After allowing £334 12s. 1d. for preferential claims, the net assets were £1,351 7s. 4d., or a deficiency, as regarded the creditors, of £1,331 5s. 8d. The assets comprised: Cash in hand, £216 16s. 3d.; book debts, £56 15s., estimated to realise £49 10s. 7d.; stock, £1,217 10s. 7d.; and fixtures and fittings, £202 2s. It was stated that the shareholders had passed resolutions for the voluntary liquidation of the company and a liquidator had been nominated. The creditors decided to appoint Mr. J. C. Shaw, of Wellington Place, Belfast, as liquidator, with a committee.

Pharmaceutical Society of Ireland

Council Meeting

THE February meeting of the Council of the Pharmaceutical Society of Ireland was held on February 8 at 67 Lower Mount Street, Dublin, Mr. B. P. Hickey (president) in the chair. Other members of the Council present were Messrs. P. C. Cahill, F. J. Fitzpatrick, C. Cremen, D. W. P. Boyd, P. Brooke-Kelly, J. Gleeson, P. J. Fielding, M. J. Kieran, J. A. O'Rourke, M. J. Parkes, J. V. McKeever, J. K. Whelehan, T. C. Scott, and Miss F. M. Flood.

CORRESPONDENCE

Greetings were received from the president and members, Pharmacy Board of New South Wales, Pharmacy Board of Victoria, Pharmaceutical Society of Victoria, Pharmacy Defence, Ltd., "Australasian Journal of Pharmacy," and the president and members, Pharmacy Board of Queensland.

A letter was read from Mr. Hugh N. Linstead (secretary, Pharmaceutical Society of Great Britain) acknowledging the Council's letter of January 12 regarding representatives of the Pharmaceutical Societies of Ireland, Northern Ireland, and Great Britain on the British Pharmacopœia Selection Committee (see *C. & D.*, January 29, p. 109).

REGISTRATION ITEMS

Mrs. B. McEneaney, *née* Fletcher, Ph.C. and assistant, and Mrs. E. McCann, *née* Morrissey, assistant, wrote submitting marriage certificates, and desiring changes of name in the Register. The applications were granted.

The following who submitted matriculation certificates were granted Preliminary registration: Misses M. M. Boyle, H. Coffey, K. J. Heraty, A. J. Murphy, E. J. Murphy; Messrs. D. V. Condon, R. Kelly, P. Sheehan, A. Stockwell, Thos. J. Cahill, and T. J. McGreal.

The following changes in address were notified: Mr. K. A. Bowman, M.P.S.I., from Main Street, Bruff, co. Limerick, to The Square, Dunmore, co. Galway; Mr. J. J. Burke, L.P.S.I., from 45 Richmond Road, Dublin, to Salthill, co. Galway; Mr. W. Jones, L.P.S.I., from 87 Manor Street, Dublin, to 101 Sandford Road, Ranelagh, Dublin; Mr. T. H. M. Watson, L.P.S.I., from Government Hospital, Gatooma, Rhodesia, to The Hospital, P.O. Box 958, Bulawayo, S. Rhodesia.

REPORTS FROM COMMITTEES AND EXAMINERS

The reports of the House, Law and Schools Committees were submitted and adopted.

The examiners to the recent Licence examination reported that thirty candidates presented themselves, of which number nine passed. The examiners to the Assistants' examination reported that thirty-six candidates presented themselves, of which number ten passed.

DEATHS REPORTED

The registrar (Mr. J. J. Kerr) reported on the deaths of Miss D. M. Kerrigan, M.P.S.I. 1079, and Messrs. A. O'Shea, L.P.S.I. 549, E. Montague, L.P.S.I. 1285, D. Walsh, R.D. 413, B. Logan, Ph.C. 1119, and T. Murphy, R.D. 375.

ELECTIONS AND NOMINATIONS

Mrs. P. Lysaght and Mr. P. A. Martin were elected members of the Society.

The following were nominated for membership: Miss M. F. Corbett, "Hollybrook," Howth Road, Clontarf, Dublin; C. J. Cullen, Washington House, Butterfield Avenue, Rathfarnham, Dublin; M. McGourty, 98 Bridge Street, Dundalk; Patrick Nolan, 1 Dublin Street, Carlow; H. O'Donnell, 6 and 7 Barrack Street, Cork.

NOMINATION FOR THE SENATE

The Registrar said he had received a communication from the Senate Returning Officer intimating that the Society had been appointed a nominating body in connection with the coming elections. The last date for nomination was February 26 and as the matter was one of urgency he had sent out a circular on the matter for the present meeting.

MR. FITZPATRICK said the highest possible compliment had been accorded to Irish pharmacy in being selected as one of the nominating bodies for the new Senate, and it was only fitting that they should respond to the compliment by selecting the best possible type of candidate whose culture and aspiration would be acceptable to the Government, and acceptable to Irish pharmacy as a whole. It was his privilege to take part in that compliment by proposing "That Mr. Patrick Columba Cahill, vice-president of the Pharmaceutical Society of Ireland, be nominated as a candidate for the forthcoming Seanad Eireann election. That the president and registrar be authorised to sign the nomination form and that the Seal of the Society be affixed to this resolution and the nomination form." Mr. Fitzpatrick stressed the importance of impressing on chemists that they must work as they never worked before to secure representation on the Senate, which would be a very high compliment to Irish pharmacy.

THE PRESIDENT, seconding the motion, said Mr. Cahill had a fine national record, and was the best man they could select from pharmacy to represent them in the Senate.

MR. O'ROURKE, supporting the motion, said he thought they would all agree they owed a deep debt of gratitude to Mr. Cahill in consenting to go forward. In this generation of pharmacists there was no more suitable candidate.

MR. FITZPATRICK said they were asking Mr. Cahill to do a lot in taking on this responsibility. He only hoped in the years to come Mr. Cahill would not feel too hard against him for proposing him that day.

The resolution was carried unanimously and with applause.

MR. CAHILL, replying, said this was indeed a very happy moment for him, but he could assure them a very embarrassing moment too. It was a great achievement for pharmacy to be included as one of the nominating bodies, and a tremendous personal honour to be chosen as the Society's nominee. As they were all aware, nomination simply meant they had got over one of the hurdles. The biggest hurdle was to get representation. There was no certainty of this but they had a sporting chance, and on that basis he was prepared to go forward. Even if they did not achieve success in the election, he would never forget the compliment paid him that day. He would like in particular to pay tribute to the men in pharmacy who made to-day's proceedings possible: he was referring to those pharmacists associated with the national movement from 1910 and 1912 onwards. The work these men had done, and the prominent part they played in the movement was reacting to-day in favour of the profession. Personally he thanked the members of the Council very much indeed for the honour they had conferred on him. (Applause.)

MR. O'ROURKE suggested that the Council should issue an election appeal to all the members of the Society in connection with Mr. Cahill's candidature. Chemists all over the country should, as Mr. Fitzpatrick suggested, work as they never worked before for pharmacy's candidate by getting in touch with T.D.s (members of the Dail Eireann) and members of county and borough councils forming the electoral college.

The Council decided to set up an Election Committee to further Mr. Cahill's candidature.

LICENCES SEALED

The pharmaceutical licences of the following were signed and sealed: Mrs. B. McEneaney, Miss M. F. Corbett, Messrs. T. P. Barrett, C. J. Cullen, P. V. McGahon, T. B. Mooney, W. E. Thom, P. J. Killian and A. Fine.

OFFICIAL CHEMICAL APPOINTMENTS.—The ninth edition of "A List of Official Chemical Appointments" compiled under the direction of the Council of the Institute of Chemistry has recently been issued. In this new edition the general scheme previously adopted has been adhered to, and the information has been revised and extended. The publication is divided into:—A list of appointments in Great Britain under Government departments and other authorities in connexion with public services, universities and colleges; a list of appointments in India, the Dominions, Colonies and Protectorates; a list giving information regarding chemical societies and institutions; statutes and orders affecting chemical appointments. The publication is intended primarily for professional chemists and those contemplating chemical practice. Dr. J. H. Burns's name is given as Dean of the College of the Pharmaceutical Society, a position now held by Mr. H. Berry.

Wembley's Mass Meeting

AT a mass meeting of chemists arranged by the Wembley and District Chemists' Association, to which admission was by ticket, 140 pharmacists were present, including presidents and secretaries of many of the Metropolitan Associations. Mr. J. E. Goodall (president) occupied the chair and Mr. G. A. Mallinson (secretary, National Pharmaceutical Union) spoke on "Business Friendships—General and Personal."

Mr. Mallinson said he had chosen the title because he believed that friendship was the basis of pharmacy. They had an outstanding example in the tripartite organisation, the P.A.T.A., while the Chemists' Friends scheme gave another aspect of friendship. If there had not been the tendency on the part of certain manufacturers, forty years ago, to have a feeling of friendship towards the retailer there would have been no start of the P.A.T.A. The same applied with the C.F. scheme. He could look back forty-six years and remember the time when they used to watch very carefully what competitors were doing. Nowadays they did not have that extreme jealousy of one another. In regard to prices, he had made a test. He arranged for some of his office staff, who lived in different districts, to take a definite recipe and get it made up. The same recipe, which cost sixpence (including the bottle) at one place, was priced at 1s. 6d. at another. The strange thing was that it was not the best shops that charged the best prices. He was struck by the fact that the comparatively small man could get and was apparently getting a fair price for his work. They should have a more friendly arrangement generally, so that the public could not possibly find such a wide difference in moving from one district to another. With regard to the C.F. movement, the N.P.U. could only appeal for support on the grounds of a sound business proposition. Somebody said to him recently that the scheme had nothing to do with the sale of ordinary drugs, and that they were only touching the fringe of the business. That was not true. They had to create the impression that the public might as well go to the chemist in the first instance as ask elsewhere for something that could not be got except at a pharmacy. That was the fundamental principle behind the movement, and it would apply to drugs. The time would come when they would be able to apply pressure, but that was distant; it was not feasible at the present time. The future of the C.F. movement lay in members' hands. Headquarters had done their bit in starting it.

National Health Insurance

In National Health Insurance they had maintained for over twenty years a united front so far as the Government was concerned, and he believed that N.H.I. had been one of the greatest factors in bringing chemists together. Local organisation practically did not exist in pre-Insurance Act days. There were a large number of chemists who had not the faintest idea how chemists came into the Insurance Act, and how very insecure their position was at the outset. They would be astounded if they were told that when the Act was submitted to Parliament chemists were not in it at all. Chemists had consolidated their position to a large extent. But could they say that throughout the country insured persons regarded chemists as friends, in the same way that they did the doctors? He had been in close touch with practically every phase of Insurance Act work since the commencement, and had been struck by the fact that at no stage had they got the insured persons into the frame of mind where they would have stood up and shouted for chemists if there was a danger of the chemist being eliminated from the Act. This was due to their own disappointment from the beginning. They had never felt that they were being adequately paid. To get better terms they had got to make insured persons feel they needed chemists, so that if anybody suggested chemists were ill-treated they would be on their side.

When they thought of present remuneration, he wanted them to appreciate that it had been improved since 1913, that they were receiving more than previously, and particularly since 1916 when the present Insurance tariff started, under which remuneration had been increased by over 50 per cent. It was suggested that the Union never asked for more than they were now getting, but this was not true. Every possible argument for higher remuneration had been exhausted. Mr. Mallinson next dealt with the Geddes "axe" and the action then taken by chemists to maintain dispensing fees. He agreed it was not a sound system. The Minister had told them in June that he could not put anything into that Bill [relating to juvenile insurance] that was not in it already, but he would receive chemists to discuss the problem of getting more money for the Drug Fund. They had a very influential deputation, including members of the executive committee of the Union in addition to the president and secretary of the Pharmaceutical Society and the chairmen of large pharmaceutical committees. The Minister said at the interview he could not possibly go to Parliament for any more money for the Fund until the effect of the "Juveniles Act" was known. The speaker agreed with the Minister. They (the juveniles) were just too old for one kind of bottle habit and a little too young for the other kind. There was no doubt in his mind that the effect of these juveniles would be to add not less than £60,000 a year to our funds. If his estimate was right, there would be no deficit at the end of the first complete year, but the main argument of insufficient remuneration would remain. Mr. Mallinson said emphatically he wanted his hearers to scotch the idea that their representatives on the N.P.U. Executive were on the side of the Ministry of Health.

Questions and Vote of Thanks

MR. WILLS (Western) felt that Mr. Mallinson was being too optimistic and that the juveniles would get all they could out of their insurance.—Mr. Mallinson thought they would be cases where the doctor would examine rather than prescribe.

MR. ROBINSON (Wembley) considered the influx of juveniles to State insurance would put the position of the chemists back five years; it had taken five years of discounting to make the chemists generally dissatisfied with N.H.I. conditions.—Mr. Mallinson did not agree that the chemists had been subjected to five years' discount, and he reminded Mr. Robinson of the Minister's promise to reconsider the position when the effect of the juvenile insurance was fully known.

MR. WRIGHT (North London) asked if the test that Mr. Mallinson made took the form of a prescription masquerading as a recipe or a recipe masquerading as a prescription, because obviously one did not charge dispensing rates on "all fours" or ginger wine recipes. He considered it would be a fairer test to send round a straight prescription.—Mr. Mallinson replied that he had purposely avoided a straight prescription as in that case he would no doubt have got a more even result. He had intended to get an indication of what was the profitable basis on which chemists conducted their business. He did this as he had so many complaints that N.H.I. work did not pay. Mr. Cocking (Western) asked if they had the support of corporate bodies for N.H.I. matters in Parliament.—Mr. Mallinson assured him that they had, and in fact two company representatives had served on deputations which had appeared before the Ministry.

MR. MILES (Wembley) asked what measures were taken for Parliamentary representation, Mr. Mallinson replying that they had the services of a Parliamentary agent who was able to pick members for them as required.

MR. BROWN (West Middlesex) asked what information Mr. Mallinson had with respect to the doctors' "refresher" courses.—Mr. Mallinson said this did not come from any fund accessible to chemists.

Mr. Davies (Thames Valley) proposed and Mr. Clifford Evans (Western) seconded the vote of thanks. Mr. McNeal (a member of the Pharmaceutical Society's Council) supported. The meeting concluded with cheers for the speaker.

VITAMIN C IN HEART FAILURE.—A study of the diuretic effects produced by administration of ascorbic acid is described by Evans in the *Lancet*, February 5, 1938, p. 308. The investigations recorded were carried out on a small series of patients with heart failure, and comparisons were made between the action of vitamin C and other diuretics. It was found that from an estimate made of the excess of urinary output over fluid intake in nine patients in 173 days, vitamin C induced greater diuresis than digitalis, but less than theobromine, diuretin and ammonium chloride. Attention is called to the need of providing an adequate supply of vitamin C in cases of heart failure.

The Apprentice Question

By J. C. Somerville, M.P.S.

MANY independent pharmacists have been greatly troubled by their inability to secure apprentices capable of being indentured under the regulations of the Pharmaceutical Society. A shortage of apprentices is naturally followed by a shortage of qualified assistants. In one district where eight apprentices were to be found in 1914, only one is indentured to-day. It appears that the number of apprentices, like the birth-rate, is falling rapidly, so that pharmacy is threatened with extinction. To meet this shortage some of the larger concerns are propounding schemes to make employment more attractive to apprentices. These schemes vary, but are generally in the nature of offering to finance the apprentice while he attends classes in return for an undertaking to serve the concern for a period after qualification. The fact that such schemes are being inaugurated shows that the larger concerns at least are alive to the shortage of entrants to pharmacy. Apart from the serious effect that this shortage of apprentices will have on the conduct of business, its effect on the relations between the Pharmaceutical Society and its members is worth examining. The finance of the Society is derived principally from three sources: registration of premises fees; examination fees; and retention fees. The Pharmaceutical Society has recently embarked on an ambitious building programme and, with its other official work increased by the Pharmacy and Poisons Act, 1933, any substantial fall in its expenditure in the future is unlikely. A fall in the number of students at the Society's college will result in an increase in the already too great cost of running this establishment. Where is this finance to be found? The Society cannot increase the fee for registration of premises, and any possible increase in the examination fees is likely to be more than offset by reduction in the number of persons presenting themselves for examination. It would appear, therefore, that the burden of expenditure will have to be met by membership dues. As a fall in membership is likely, an increase in the amount of each subscription will be a natural consequence.

The causes of the falling number of entrants to pharmacy can be divided under two heads: Bad working conditions and poor remuneration; and the stringent educational programme of the Society. Why any person should spend four to five years or even more in qualifying as a pharmacist in order to earn £150 to £250 a year working fifty weeks of approximately fifty hours a week, when in less time and (thanks to grants from local authorities, etc.) with less outlay, he can qualify as a dentist and earn £400 to £600 a year of forty-four weeks (and approximately forty hours a week) in local government service, is a question to which there is no convincing answer. That the educational programme of the Society is too advanced for the requirements of everyday pharmacy to-day is the view held by many, but few wish to lower the standard. If, however, sufficient apprentices cannot be attracted by increasing the remuneration of the pharmacist, making the qualification easier to obtain may become imperative.

Reflections on the Report

The report of the Society's Education Committee on the number of entrants to pharmacy appeared at first to answer these criticisms, but a closer examination of the report reveals a curious optimism, accompanied by a determined neglect of numerous factors which suggest that an increase in the number of entrants to pharmacy is required. Certain factors, though difficult to assess, and not to be valued at any definite figure, nevertheless deserved some reference in the report. Naturally the question of the ladies takes precedence. From a rough estimate, it would appear that in 1914 less than 2 per cent. of qualified pharmacists were women, while in 1936 the figure was over 10 per cent. Many women marry and leave pharmacy shortly after qualifying, with the result that their average pharmaceutical life is shorter than that of a man. Hence an increasing percentage loss from the registers through resignations is to be looked for in the future. Another factor is the introduction of the compulsory indenture, around 1925-26. Prior to this date many apprentices only registered with the Society when commencing classes or shortly before sitting for the examinations, pointing to a greater wastage prior to examination before 1926 than since. This is confirmed by the difference between the number registered and the number qualifying, a factor which represents the number of students who served a proper apprenticeship but never attended classes. It may be argued that this is disproved by the large number of candidates who presented themselves for examination in the years 1933-36, but the explanation for this may quite well be that the country's return to prosperity enabled many who were previously prevented by financial considerations from qualifying to attend classes during these years.

Arithmetic of the Report

Before examining the Society's education report in detail two arithmetical errors must be mentioned which, although unimportant in themselves, may be misleading. In the second paragraph it is stated that registrations as apprentice or student varied between 379 in 1909 and 733 in 1914, the latter being an increase of 153 (or 38.3 per cent.) over the next highest, 580 (in 1913). The percentage increase should have been 26.4 per cent.

Again, in the third paragraph it is stated that if 30 per cent. of the students who register fail to qualify the number of students required to replace the average number of those who die (277) will be 360. This figure should be 396. To study the report it is necessary to reproduce the table given by the committee; to it have been added further columns showing, on the basis of the figures given, the annual increase and decrease which has occurred through restorations to or deletions from the register by marriage or otherwise.

Year	Apprentice or Student	Qualified	Deaths	Nett (+ or −)	Increase or Decrease from causes other than Death or Qualification	
					Increase	Decrease
1908 ...	406	354	299	− 143	—	198
1909 ...	379	397	273	+ 289	165	—
1910 ...	398	408	260	+ 36	—	112
1911 ...	505	436	279	+ 73	—	84
1912 ...	447	395	303	− 35	—	127
1913 ...	580	453	250	+ 278	75	—
1914 ...	733	442	243	+ 22	—	177
1915 ...	592	462	282	+ 169	—	11
1916 ...	412	484	246	+ 59	—	179
1917 ...	402	140	286	− 168	—	22
1918 ...	490	166	318	− 130	22	—
1919 ...	4,389	369	283	+ 75	—	11
1920 ...	2,033	1,308	264	+ 976	—	68
1921 ...	1,087	1,233	280	+ 925	—	28
1922 ...	1,228	967	233	+ 657	—	77
1923 ...	1,680	652	291	− 103	—	464
1924 ...	1,602	803	252	+ 519	—	32
1925 ...	2,049	718	257	+ 376	—	85
1926 ...	2,413	789	275	+ 557	43	—
1927 ...	1,764	855	312	+ 503	—	40
1928 ...	1,211	984	317	+ 615	—	52
1929 ...	1,423	1,220	291	+ 953	24	—
1930 ...	1,151	899	270	+ 643	14	—
1931 ...	1,282	944	290	+ 603	—	51
1932 ...	1,410	869	305	+ 441	—	123
1933 ...	1,667	852	282	+ 554	—	16
1934 ...	1,283	825	341	− 2,743	—	3,227
1935 ...	1,097	806	213	+ 169	—	424
1936 ...	723	871	247	+ 549	—	75
1937 (nine months)	414	662	182	+ 320	—	160
	35,250	20,763	8,224		343	5,843

The totals for the period are thus:—

Registered as apprentice or student	35,250
Qualified	20,763
Died	8,224
Net loss through resignation, marriage or otherwise (5,843 less 343)	5,500

The argument contained in the report is briefly that if 70 r cent. of those who enter as students finally qualify, the number of students required to keep the number of regis- red pharmacists steady is therefore approximately 360 nnually." This figure should have been 396, as stated ove. Examining the statement in detail, it appears first at the figure of 70 per cent. employed is on the generous de. The figures given show that over the period the total mber of registrations was 35,250, and the number who alified 20,763, or a percentage of 58.9. The report states at the figure was obtained from the entrants in the years 21-25. If it is desired to have figures over a recent period seems fair to compare the number of those who qualified the years 1930-36 with those who entered as apprentices or udents seven years earlier (seven years being the average riod required to qualify according to the report). Over e period 1923-29 the number of registrations amounted to ,142, while over the period 1930-36 only 6,066 qualified, ving a percentage of 50. It seems, therefore, that the port's figure of 70 per cent. should be nearer 50 per cent. ain, it is obvious that there is a considerable loss to the ofession either through resignation, marriage or otherwise. ver the period dealt with this wastage amounts to no less an 5,600, which compares with the figure of 8,224 deaths. lthough the exceptional figure for 1934 is not likely to cur, it seems incredible that no mention whatever of this ss is made in the report. Even making allowance for ex- ptional causes, it seems fair to conclude that an annual loss , say, 100, may be expected from this cause. On the figures ven of 277 deaths, plus an annual loss of 100, the total mber of students required, on the committee's 70 per cent. sumption, is about 540, while if the correct percentage is , as now suggested, 750 will be needed. Even at this stage there is therefore little ground for the committee's complacency in stating that even if the number of students registering does not exceed 600, the supply of persons entering pharmacy will be sufficient to maintain the numbers on the register at the present figure. From an actuarial standpoint the figures are not given in a satisfactory manner. For instance, it is wrong to use an average figure of deaths over a period of years during which an increase has taken place. The figure to be expected in subsequent years can only be arrived at by taking into account the actual age distribution of the persons qualified. Obviously, since the profession has been increasing numerically over a series of years there will, twenty years hence, be more persons aged, say, sixty than there are to-day. In other words, the average age will be higher and more deaths will occur. This feature will be emphasised if the number of entrants to the profession is reduced to 500 as contemplated in the report. The matter is rather difficult to understand, but the following example may make the matter clear. In 1908 the number who actually qualified was 354, which compares with the number who died in 1934, which was 341. But in the latter year (1934) the number who qualified was 825. The moral seems to be that a much increased number of deaths may be expected in future years. In drawing up their report the committee have shown an entire disregard of all the actuarial proprieties, and, indeed, they seem to have made as good a job of their task as an actuary might have made of a D.D.A. prescription. The report is not even arithmetically correct, and if the pharmaceutical profession accepts it without further investigation the results may be serious in the extreme. Figures in unskilled hands may prove anything, and the Council would do well to have a new investigation undertaken by an independent outsider, preferably an actuary.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1938, p. 302.

(From "The Trade Marks Journal," January 26, 1938)

N, K AND S" in monogram; for photographic chemicals, etc. (1), and medicinal chemicals (3). By Nippon Senryo Seizo Kabushiki-Kaisha, No. 3 of 278 Kasugade-cho, Konohana-ku, Osaka, Japan. 578,483/484. (Associated.)

KONDENSTOP"; for photographic chemicals, etc. By Bitulac, Ltd., Collingwood Street, Newcastle-on-Tyne. 581,868.

TRIAMANT"; for manufacturing chemicals (1). By Tools & Drawing Dies, Ltd., 12/20 Pancras Street, London, W.C.1. 582,392.

OSMARON"; for veterinary preparations (2). By Bayer Products, Ltd., 31 to 34 Basinghall Street, London, E.C.2. 581,334.

AURODETOSIN"; for medicinal chemicals (3). By J. A. Wülfing, Friedrichstrasse 231, Berlin S.W.68, Germany. 576,247.

LUN-TOC"; for herbal preparations (3). By Curtis & Ginns Health Products Co., 237 Westborough Road, Westcliff-on-Sea, Essex. 579,222.

CAPESIA"; for headache preparations (3). By S. A. Noble, 12 Ye Market, South Croydon, Surrey. 580,203.

ASPRA" and "ASPRAS"; for medicinal chemicals (3). By Aspro, Ltd., Basildon House, London, E.C.2. 580,546/547. (Associated.)

B, D AND T" in monogram; for mouth disease preparations and dental cement (3). By De Trey Freres, S.A., Nurenbergstrasse 19, Zurich, Switzerland. 581,478. (Associated.)

THOSO"; for medicated toilet paper (3). By The British Patent Perforated Paper Co., Ltd., Berkshire Road, London, E.9. 581,823. (Associated.)

ANALJOL"; for medicated preparations for external use (3). By Kaylene, Ltd., Waterloo Road, London, N.W.2. 581,917.

CRINLO"; for medicinal chemicals (3). By The Green Circle Products, Ltd., Alpine Street, Old Basford, Nottingham. 582,263.

VITOX"; for respirators (11). By Sir Robert H. Davis, 187 Westminster Bridge Road, London, S.E.1. 579,951.

NUTAC"; for sanitary belts (11). By W. J. Adams & Co., Ltd., 60 Fountain Street, Manchester. 580,997.

ORISQ"; for metal powder boxes (13). By Weintraud (Rowenta), Ltd., 61 Basinghall Street, London, E.C.2. 580,965.

PARKORA"; for perfumery, etc. (48). By Parkinsons, Ltd., Curzon Street, Burnley. 581,305.

RILLFNE"; for all goods, excluding solid brilliantine (48). By Marchant Hills & Co., Ltd., 72-74 Chiswell Street, London, E.C.1. 581,970.

(From "The Trade Marks Journal," February 2, 1938)

"FISOLENE"; for photographic chemicals (1). By Fishoilene Co. of Australasia, 50 Courtenay Place, Wellington, New Zealand. 577,550.

"PRESTOL"; for photographic developers (1). By Truecolour Film, Ltd., 3 London Wall Buildings, London, E.C.2. 581,461.

"KYL-ROCH" label design; for insecticides for sale in Lancs., Cheshire, Flints., Denbighs. and Carnarvons. (2). By J. H. & S. Johnson, Ltd., 6 Hatton Garden, Liverpool, 3. B568,996.

"ABRAC"; for veterinary chemicals, etc. (2). By A. Boake, Roberts & Co., Ltd., 100 Carpenters Road, London, E.15. 582,230. (Associated.)

"KLIMASAN"; for medicinal chemicals (3). By Chemosan-Union A.G., 10 Kölblgasse, Vienna III, Austria. 574,103.

"KERADORM"; for medicinal chemicals (3). By J. A. Wülfing, Friedrichstrasse 231, Berlin, S.W.68, Germany. 576,248.

"VEROZA"; for medicinal herbs for insomnia (3). By Nu-Med, Ltd., 5 St. Giles High Street, London, W.C.2. 580,611.

Illustration of cock; for headache powders, etc. (3). By A. Gasecki i Synowie, S.A., 7 Belgijska, Warsaw, Poland. 578,828.

"LEGATO"; for medicinal chemicals (3) and perfumery, etc. (48). By H. Legge, "Windyridge," Fourth Avenue, Frinton-on-Sea, Essex. 581,253/255. (Associated.)

"ALGAVI"; for medicinal chemicals (3). By Health Products Laboratories, Ltd., Acton Lane, London, N.W.10. 581,737.

"KRAFTONE"; for medicated beverages (3). By Kraft Cheese Co., Ltd., Silverdale Road, Hayes, Middlesex. 582,041. (Associated.)

"TOXOGON": for medicinal chemicals (3). By Bayer Products, Ltd., 31 Basinghall Street, London, E.C.2. 582,315.

"LONARID"; for medicinal chemicals (3). By C. H. Boehringer Sohn, Bingerstrasse 173, Nieder-Ingelheim a. Rhein, Germany. 582,222.

"WELLA"; for perfumery, etc. (48). By Wella-Rapid, Ltd., 5 & 6 Eden Street, London, N.W.1. 579,434. (Associated.)

(From "The Trade Marks Journal," February 9, 1938)

"LETHANE"; for manufacturing chemicals for insecticides (1). By Röhm & Haas Co., 222 West Washington Square, Philadelphia, Pa., U.S.A. 578,264.

"ALCOS"; for manufacturing chemicals (1). By J. C. Oxley's Dyes & Chemicals, Ltd., Dewsbury Moor, Dewsbury, Yorks. 581,546. (Associated.)

Trade Notes

PAG JUNIOR SHOW STAND.—Francis Riddell, Ltd., Axtell House, Warwick Street, London, W.1, have issued a show stand for the display of their Pag Junior Hand Inhaler, which is used in conjunction with the Riddell Inhalants — sanabronchin, asthmasan, jerrofan and bronchovydrin for the treatment of asthma. This show stand is supplied to chemists on application.

EMPIRE SHOWCASES.—J. C. King, 42-60 Goswell Road, London, E.C.1, have introduced a new series of Empire showcases which are described in our advertisement pages. A complete catalogue and particulars of deferred payment system will be sent free on application.

CHAPPELL ALLEN & CO., 14 Fore Street, London, E.C.2, are making a special offer on certain orders for Camelia sanitary towels. Details of the scheme are given on another page.

BONUS OFFER.—Pritchard & Constance (Manufacturing), Ltd., 167 High Holborn, London, W.C.1, announce a bonus offer in connexion with Amami shampoos.

NEW MOULDED SCREW CAP BOTTLE.—The United Glass Bottle Manufacturers, Ltd., 8 Leicester Street, London, W.C.2, announce the introduction of the new white moulded Korkalite screw cap bottle which is manufactured from urea powder and is fitted with composition cork liners resistol faced. Deliveries of bottles with this cap will commence during March.

LOW-PRICED BINOCULARS.—New and improved models in low-priced binoculars have been advertised by Nazone, Ltd., Zonex Works, Talbot Road, Blackpool. These binoculars will be on view at the British Industries Fair. Stand A 662. Retailers are urged to place contracts for telescopes at last year's prices early.

MACLEANS PEROXIDE TOOTHPASTE.—We have received from Macleans, Ltd., Great West Road, Brentford, Middlesex, specimens of their new advertising material to assist in promoting the sales of Macleans peroxide toothpaste and also for hydrogen peroxide, which is a companion product. The showcard illustrates some of the many uses of this product. The suggestion is made that chemists will find the association of these two products a ready method of increasing sales of the hydrogen peroxide among the regular users of Macleans toothpaste.

LYPSYL DISPLAY SHOWSIGN.—Vinolia Co., Ltd., Bebington, Cheshire, have introduced a dainty new counter display cut-out for Lypsyl which is designed to carry one tube of the three varieties of Lypsyl. Owing to its convenient size, this will be found a useful display item for counter use, and chemists who wish to avail themselves of it should request No. 292 cut-out.

KORAY SHOWCARD.—Koray, Ltd., 5A Gillespie Road, London, N.5, have produced an attractive showcard in colour, an illustration of which appears on this page. This display card is being issued to chemists throughout the country and those who have not received a specimen are asked to apply direct.

NEW SEROLOGICAL PRODUCT. — Parke, Davis & Co., Beak Street, Regent Street, London, W.1, have introduced from their biological laboratories stapnylococcus antitoxin (refined and concentrated) which is obtained from horses immunised against staphylococcus toxin. It is supplied in phials of 10,000 units.

THE SPEEKO electric dry shaver is illustrated in this issue by the distributors, Thompson & Capper Wholesale, Ltd., 5 Speke Hall Road, Liverpool.

PROPRIETARY POWDERS AND OINTMENTS.—Rouse Bros. (London), Ltd., 61 Charlotte Street, W.1, announce that they specialise in proprietary powders for influenza, headache, etc., and ointments and toilet creams. Quotations are obtainable on request.

ALBOLENE is the term applied to the hospital-proved product for the care and cleansing of the skin. It is suggested for cosmetic use, for the nursery and to remove theatrical make-up without irritation. It is packed in pots and is also available in tins for professional use. Supplies may be obtained from wholesalers and particulars from McKesson & Robbins, 90-96 Cannon Street, London, E.C.4.

PROPOSED LONDON BUYING CENTRE.—A meeting of manufacturers will be held at the Holborn Restaurant, at 3.30 p.m., on February 24, to discuss the formation of a new London Buying Centre. The chair will be taken by the Mayor of Holborn, and the speaker will be Dr. Henry Chellew, M.A. (formerly Advisor to the Federation of British Industries). Mr. S. A. Green (organising manager) will be present to give information Admission will be by invitation card, obtainable from Mr. Green, c/o the Holborn Restaurant, London, W.C.1.

HAZELINE SNOW DISPLAY CARD.—Illustrated herewith is a new display stand issued by Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, as a means of promoting sales of Hazeline Snow. The stand is intended to carry pots of the product as shown or in cartons. This display stand, which is printed in colour, is of convenient size for display either in the window or on the counter. A sterile solution of calcium borogluconate for the treatment of milk fever and acute hypocalcæmia has been issued by Burroughs Wellcome & Co., Snow Hill Buildings, London. E.C.1, in the form of Wellcome calcium borogluconate solution, 20 per cent. This new product, which is additional to Wellcome calcium borogluconate, is packed in rubber-capped bottles of 400 c.c., containing a sterile solution ready for immediate injection.

Births

Notices for insertion in this column must be properly authenticated.

FLEMING.—At Queen Mary Maternity Home, Edinburgh, on February 8, Jane L. Fleming, M.P.S. (*née* Simpson), the wife of Robert Fleming, Allan Park Gardens, Edinburgh, of a daughter.

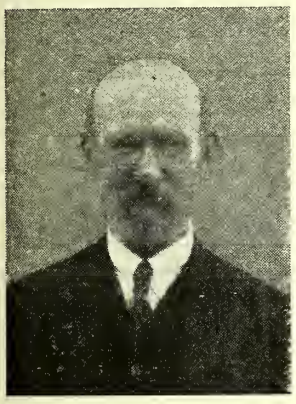
Marriages

Golden Wedding

BAYLEY—COTTERELL.—At Goodall Street Chapel, Walsall, on February 15, 1888, by the Rev. Alfred A. Cole, Cornelius Bayley, chemist, 2 Park Street, Walsall, to Isabel Cotterell, Pursehouse Street, Walsall. Present address: Sunnyside, Uppingham.

Deaths

BOA.—At his residence, 2 Craighouse Road, Edinburgh, on February 9, Mr. Peter Boa, Ph.C., aged eighty-four. Mr. Boa was apprenticed to Mr. J. Dorman, Stranraer, and then gained further experience in Glasgow (Mr. J. Jaap and Frazer & Green), Belfast, London and Edinburgh. He passed the Minor in 1877 and the Major in 1890. Mr. Boa retired from business in Morningside Drive, Edinburgh, three years ago. He has always taken an active part in the affairs of his profession. For many years he was a member of the Executive of the North British Branch of the Pharmaceutical Society, and was chairman for several terms. He has also served as a member of the Board of Examiners for Scotland, and had also been chairman. He rendered excellent service as local secretary for the British Pharmaceutical Conference in Edinburgh in 1892. He has made many contributions to the evening meetings of the North British Branch and collaborated in more than one edition of the "Art of Dispensing." Mr. Boa's chief recreation was angling, and he was an authority on the art of fly-fishing.



MR. PETER BOA, PH.C.

BUNN.—At Maplestead, The Avenue, Witham, Essex, recently, Mr. James Early Smee Bunn, chemist and druggist, aged ninety-five. Mr. Bunn was in business in Chelmsford for over thirty years prior to his retirement.

CALEY.—At Littlehill, Chudleigh, Devon, on February 9, Mr. Edward James Caley, J.P., only son of the late Mr. A. J. Caley, Ph.C. (founder of A. J. Caley & Son, Ltd., mineral water and chocolate manufacturers), Norwich, aged seventy-five. An illustrated account of the business was published in the *C. & D.* SPECIAL ISSUE, 1936.

FREEMAN.—On February 12, Mr. Ernest Austin Freeman, 11 Wellington Road, Handsworth, Birmingham, director of J. & E. Freeman, Ltd., manufacturing and retail chemists, Icknield Street, Birmingham.

HALLATT.—At 596 Barnsley Road, Sheffield, on February 8, Mr. Charles Haydn Hallatt, M.P.S., F.N.A.O., aged forty-four. Mr. Hallatt, who had been in business at Attercliffe Common for many years, was chairman of the local Branch of the Pharmaceutical Society 1936-37 and a member of the Pharmaceutical Committee. The funeral service at St. Cuthbert's Church was attended by many connected with the drug trade, including Messrs. R. Blackburn, W. Wood, C. S. Cross, C. W. Hobson (National Pharmaceutical Union), W. Foulds and L. Stocks (Sheffield Pharmacy Club), H. Antcliffe (Pharmaceutical Society of Great Britain), W. R. Fairest (Sheffield Insurance Committee), Miss M. C. Laycock (N.E. Midland Prescription Bureau), Messrs. S. T. Paddon, J. K. Atchison, F. Medley, W. Firth, E. J. Robinson, J. E. Crowe, C. F. Cass, J. Preston, and C. P. Gilbert.

HOLME.—Recently, Mr. William Assheton Holme, M.P.S., Buena Vista, British Columbia. Mr. Holme qualified in 1884.

KING.—At Wellington, New Zealand, on February 9, Sir Frederic Truby King, aged seventy-nine. After taking his medical degree at Edinburgh, he founded, in 1907, the Royal New Zealand Society for the Health of Women and Children, known as the Plunket Society, and was Director of Child Welfare in the Dominion from 1921 to 1927. After the war he established in London the Plunket Society Training Centre, being lent by the New Zealand Government for that purpose. His mothercraft centres have been imitated in every English-speaking country and his books, "Feeding and Care of Baby" and "The Expectant Mother," were for a long time the only authentic works on the subject. He was knighted in 1925.

LEITHEAD.—At his home, 4 Grange Road, West Hartlepool, on February 10, Mr. Robert Leithead, chemist and druggist, aged eighty-three. Mr. Leithead was in business in West Hartlepool for sixty years, retiring in 1920. He took an active interest in local affairs and in swimming. He leaves a widow, two sons and three daughters.

PERFECT.—Recently, Mr. Egbert George Perfect, M.P.S., 233 Jamaica Road, London, S.E.16, aged sixty-nine.

PILKINGTON.—Recently, Mr. John Pilkington, M.P.S., Sale, aged sixty-three.

RUTTER.—At Wallington, on February 3, Mr. John Rutter, chemist and druggist, aged eighty-four. Mr. Rutter, who retired some years ago, was formerly in business in Sydenham, London, S.E.

SMITH.—At Palm Beach, Florida, U.S.A., on February 7, Mr. Oscar W. Smith, president of Parke, Davis & Co., manufacturing chemists, Detroit and London (Eng.). A memorial service was held at St. Paul's Cathedral, Detroit, on February 10, on which day the burial took place at Detroit.

Personalities

MR. J. A. JOHNSTONE, M.P.S., Wallingford, Berks, has been appointed a manager of the local council school.

MR. G. W. EVANS, M.P.S., Hammersmith, London, W., was invested, on February 9, with "London Rank" at Freemason's Hall, Great Queen Street, W.C.2.

MR. W. L. THOMAS, M.P.S., Chatham, has been elected to the 31°, the honour being conferred upon him at a meeting of the Masonic Supreme Council for England and Wales at 10 Duke Street, London, S.W.1, on February 8.

CERTIFICATES OF NATURALISATION have been granted to E. H. W. Bloch, consulting chemist, 143 Crewe Road, Alsager, near Stoke-on-Trent; P. L. F. Devismes, chemist's assistant, 18 Mills Road, Wells-on-Sea, Norfolk.

MR. PHILIP F. ROWSELL (a past-president, Pharmaceutical Society) was personally invested by the King at Buckingham Palace on February 15 with the Commandership of the Order of the British Empire. This was not Mr. Rowsell's first visit to Buckingham Palace, as he presented Exeter's wedding gift to the present Princess Royal on her betrothal to Viscount Lascelles (now Earl of Harewood).

MR. W. O. PEGG, chairman of the newly formed North Nottinghamshire Branch of the Pharmaceutical Society (*C. & D.*, February 10, p. 175), was secretary of the Nottinghamshire Branch of the N.P.U. for ten years and formerly secretary of the one-time Chesterfield and Mansfield Branch of the Pharmaceutical Society; he is at the present time secretary of the Nottinghamshire Pharmaceutical Committee, local secretary for the Proprietary Articles Trade Association and a member of the Council of the Mansfield and District Chamber of Commerce, and the Traders' Section, of which he was chairman last year. Mr. Pegg has been in business at Church Street, Mansfield, for nearly forty-five years. Portrait on p. 205.

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Containing Bismuth, Magnesia, Pepsin, Bicarbonate of Soda and Peppermint, 7 lbs., **2/9** per lb.; 14 lbs., **2/8** per lb.; 28 lbs., **2/7** per lb.; 1 cwt., **2/6** per lb.

Envelopes and Cartons free with all orders.
Handsome coloured showcards on application.

EMULS. SULPHONAMIDI (WYLEYS)

Each fluid drachm (4 c.c.) contains 7½ grains (0.5 gm.) of p amino benzene-sulphonamide ($H_2N \cdot C_6H_4SO_2 \cdot NH_2$)
Pleasantly flavoured for oral administration in hæmolytic streptococcal infections.
Used in Streptococcal Septicæmia including Puerperal Septicæmia, Meningococcal Meningitis, Peritonitis, Scarlet Fever with complications, Erysipelas, Tonsillitis, etc.
Dose: Adults, 2 fluid drachms (8 c.c.) three times a day. Children (under 12) half the adult dose, decreasing according to age.
Price: **6/-** per 8-oz. bottle; 16-oz, **11/6**, In bulk, **11/-** per lb.

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The age-old right of chemists to 'counter-prescribe' is preserved to them under Sec. 19 (1) (*c*) *of The Pharmacy and Poisons Act*, 1933.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

F/32. Antilux (for sunburn)
E/15. Germaldehyde
S/14. Lektrolite fluid
D/15. Peekes Asthma cure
T/15. Petatacid (cream base)
B/15. Salvodent tooth paste

THE
CHEMIST AND DRUGGIST
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1938 British Industries Fair

THE British Industries Fair, 1938, opens at three centres on Monday next, and an advance review of exhibitors' stands of interest to the drug and allied trades appears on pages 216–220 of this issue. Plans for the Birmingham section are much the same as in earlier years, but changes are to be noted in the London sections. The drug, chemical and perfumery sections are again at Olympia, but a noteworthy change is the abandonment of the old White City in favour of the new Earls Court. The opportunity might have been taken to remedy what we must regard as a defect in the arrangement of the Fair, resulting possibly from a certain inelasticity of outlook on the part of the organising authorities. This year's Fair is the twenty-fourth in a series, and while everyone will agree that twenty-four years is no great age for a British institution, yet it is a long enough period to have included considerable changes in the industries in which our readers are chiefly interested, namely the drug and chemical, perfumery, druggists' sundries and cosmetic industries. The period has witnessed more than the firm entrenchment of the British fine chemical industry assisted no doubt by protective tariff on foreign materials. Dependent on this industry is the manufacture of perfumery and cosmetic preparations which has also made enormous strides; but unfortunately they are not equally reflected in the Fair. It is possible that this results from lack of enterprise on the part of the manufacturers concerned, but the robustness of this young branch of industry *vis-a-vis* its important French and United States rivals hardly suggests that this is so. Does the fault lie in regarding the manufacture of cosmetics as comparatively unimportant? The placing at the Fair of such exhibitors as are concerned with this trade lends colour to this suggestion. In our view, the promoters, whose avowed object is to foster British trade, would show their faith in the value of their efforts by a readiness to accord adult status to this and possibly other youthful industries which have grown up, to some extent at least, under their ægis. The tendency, however, seems rather to crystallise a classification which has certainly served well in the past but may not be truly representative of the present organisation of British industry. Old industries must not, of course, be cramped, but room must be found for new ones. The present year, it seems to us, would have been an excellent opportunity to essay some re-groupings of classes as well as re-housing of sections.

A Good Start

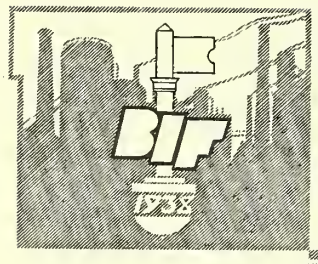
THE import and export trade returns for January are satisfactory. They show a further general expansion of the steadily improving aggregates recorded throughout 1937, with the main totals reaching the best figures for the past eight years. The value of imports of "All classes of merchandise" in the first month of the year was some £9,000,000 more than the total for January, 1937, while our total exports, including re-exports, were nearly £2,000,000 more than in the first month of 1937. There is still evident the fact that the value of our imports continues to increase at a greater rate than that of our exports. If this debit balance is allowed to continue to develop unchallenged landings will be double the value of our shipments by the end of this year.

All Classes of Merchandise	Imports	Exports of U.K. Goods	Total Exports including Re-exports
	£	£	£
January, 1938	84,956,340	41,183,132	45,984,546
January, 1937	75,713,023	39,100,726	44,176,755
January, 1936	69,953,782	34,459,583	38,779,677

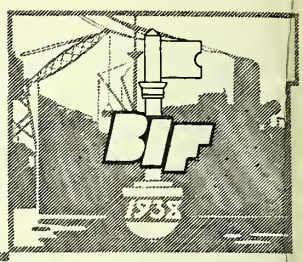
The figures for the class of goods "Chemicals, Drugs, etc.," for the first month of the year are particularly gratifying. The value of imports, although still over a million, shows a decline of nearly £50,000 compared with January, 1937, while the value of shipments of domestic manufactures shows an increase of over £105,000. The value of retained imports of this group was only slightly more than fifty per cent. of that of our total exports. Such figures leave no doubt as to the strength of the industry, nationally and

Chemicals, Drugs, Dyes and Colours	January		
	1938	1937	1936
	£	£	£
Imports	1,063,119	1,112,360	1,007,187
Exports of U.K. manufacture	1,936,790	1,831,364	1,725,010
Re-exports	38,681	43,449	26,801

internationally. The chief sources of supply, with comparative figures for January, 1937, given in brackets, were: Germany, £351,366 (£318,876), United States of America, £225,547 (£205,102), Switzerland, £71,980 (£54,763), France, £57,698 (£55,015), Norway, £56,770 (£33,003), Canada, £29,321 (£55,691). The chief destinations of our shipments for January, 1938 and 1937, respectively, were: India, £287,867 (£220,879), South Africa, £178,399 (£130,539), Australia, £168,613 (£138,706), Irish Free State, £101,845 (£87,059), United States of America, £94,707 (£109,006), Canada, £77,575 (£63,060), Argentine, £76,238 (£64,570), New Zealand, £63,496 (£91,004), and Spain, £60,231 (£17,391).



British Industries Fair



The London section of the British Industries Fair, 1938, opens at Olympia, W.14, and Earls Court, S.W.5, on February 21, and closes on March 4

OF recent years the chief exhibits of interest to the drug and allied trades at the British Industries Fair have been centred at Olympia, London. The White City has housed the textiles and clothing, furnishing fabrics, furniture, bedsteads and bedding, and carpets and linoleum sections. The recent completion of the new Earls Court exhibition building has made possible the transfer of these sections to the new site, but drug trade visitors will have an interest in visiting Earls Court because the Empire Section is among sections (which also include foodstuffs and beverages, confectionery, tobacco, etc.) which will also be accommodated there instead of, as in previous years, at Olympia. The majority of the chemical, drug, cosmetic and perfumery exhibits are located on the ground floor at Olympia. The Birmingham section (engineering and hardware) will be held at Castle Bromwich concurrently with the London sections.

Advance Review of Exhibits

In the succeeding paragraphs advance notes are given of the principal exhibits of interest to the trade, in accordance with a policy adopted in recent years, whereby intending visitors, not yet provided with catalogues, can assess the interest and importance of the various displays. The notes are compiled from material supplied by the exhibitors and are classified into four sections (the classification is not that of the Fair), namely, DRUGS, CHEMICALS AND PROPRIETARIES; TOILET PREPARATIONS AND REQUISITES; DRUGGISTS' SUNDRIES AND RUBBER WARES; MISCELLANEOUS. In the Chemicals Section, THE CHEMIST AND DRUGGIST occupies a stand (No. A. 673, telephone Fulham 9809) at which trade visitors from the British Isles or overseas will be cordially welcome. At this stand a representative selection of *C. & D.* publications will be on view, including new editions, recently published, of THE CHEMIST AND DRUGGIST "POISONS GUIDE"; "The Art of Dispensing"; "A Handbook to Pharmacy"; and "Veterinary Counter Practice." The Fair will be open to trade buyers from 9.30 a.m. to 7.30 p.m. daily. Admission is by trade buyers' badge (price 2s.) obtainable at the entrances to the Fair on presentation of the card of admission of the Department of Overseas Trade, or the buyer's business card. The badge is available for the duration of the Fair. The public will be admitted daily, on payment, from 4.30 to 7.30 p.m., except on February 26 and March 4, when they will be admitted throughout the day. For members of the plastics trade a special trade luncheon is being organised by the British Plastics Federation, Ltd., St. Paul's Churchyard, London, E.C.4, in the gallery, National Hall, Olympia, on February 24. A limit of 100 is being placed on the attendance; applications for tickets should be made to the secretary of the Federation.

Drugs, Chemicals and Proprietaries

Albright & Wilson, Ltd., A 665

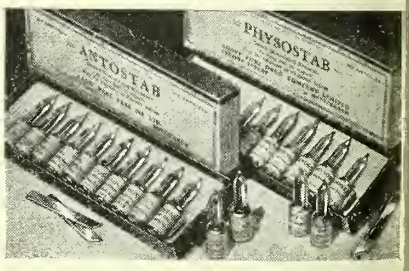
London, are displaying a range of products made from phosphorus and its derivatives; carbon tetrachloride; sodium chlorate; tartaric acid; strontium salts; calcium gluconate and sodium alginate.

A. Boake, Roberts & Co., Ltd., A 634

London, E.15, are showing ranges of fine chemicals, essential oils and intermediates; solvents, plasticisers, gums and resins; driers, metallic soaps and salts; emulsifiers; pharmaceutical chemicals to B.P. or B.P.C. standards (including menthol, paraldehyde, ammonium chloride, potassium sulphate and potassium chloride); flavouring essences, food colours and preservatives; oleo-resins; terpeneless oils; perfume bases and cosmetic materials; sulphonated oils; saponins; disinfectants, detergents, etc. Included among the soaps are triethanolamine, ammonia and alkali-metal derivatives. Specialities include Abracide preparations for the treatment and cure of various skin infections; Drydex and Olio flavours; and Antiviray, a compound used in the manufacture of anti-sunburn cosmetics.

Boots Pure Drug Co., Ltd., A 686

are again displaying chemical, medical, pharmaceutical, veterinary and horticultural preparations. Photographs and transparencies on the stand showing manufacturing operations are accompanied by charts and photomicrographs in colour. Proprietary preparations shown include Pepsac (desiccated stomach substance) and Hepastab (intramuscular liver extract) for use in the treatment of pernicious anæmia; Acriflavine, neutral Acriflavine and their preparations; Burnol (acriflavine cream); Amyl-meta-cresol antiseptic discovered in Boots' research laboratories; Insulin-Boots, together with Protamine Insulin (with zinc) Suspension-Boots, and arsenical and bismuth preparations for injection treatment of spirochætal diseases. Medical products of special interest include the sex-hormone preparations Antostab and Physostab (gonad-stimulating), as illustrated, and Ovostab and Luteostab (ovarian); Ammoket (elixir of ammonium mandelate) and Neoket (compound mandelic acid granules) for the treatment of urinary infections; Ferosan, a new preparation for the treatment of iron-deficiency anæmias; Sulphanilamide-Boots (*p*-aminobenzenesulphonamide) in tablet form and Supersan (a non-toxic antiseptic). New pharmaceutical products include Rheumelim (effervescent piperazine granules) and Matrilac (milk sugar with added minerals). Horticultural products which are prominently shown are Sulsol (colloidal sulphur preparation), Bouisol (colloidal copper compound) and Flosol (colloidal barium silicofluoride). Features of the exhibit are sections devoted to demonstrating methods of analytical, bacteriological and pharmacological control in the Nottingham laboratories, and a complete *x*-ray plant as used for assaying Vitamin D preparations.



The British Drug Houses, Ltd., A 674

are exhibiting pure medicinal chemicals, including vitamins and hormones. Among them are mandelic acid, sodium and calcium mandelates, *p*-aminobenzenesulphonamide (sulphonamide-P), (amino-acetic acid), phenolphthalein, cinchophen, hippuric acid and hippurates, ergometrine, ergotoxine, ephedrine, atropine, pilocarpine, and their salts; citrates; sodium antimonyltartrate in a specially pure form suitable for injection; barium sulphate for radiological diagnosis; tetraiodophenolphthalein; symmetrical ureas; mersalyl; contramine; manganese butyrate; chaulmoogrates; morrhuates: the

British Industries Fair

trypanocidal substance undecane diamidine ; medicinal dyes (acriflavine, proflavine, euflavine, auramine, brilliant green and congo red); and anæsthetics. Of special interest to retail chemists is the Triangle series of packed goods for retailing under the names of private customers. This year for the first time the exhibit contains B.D.H. vaccines and specimens of laboratory chemicals for general scientific purposes. Important exhibits are vitamin A prepared by fractional molecular distillation *in vacuo* and possessing an extinction coefficient of 1800 measured at the wavelength 328 mμ (equivalent to a biological activity of 2,900,000 international units per gramme); Radiostoleum emulsion with vitamin C, a vitamin preparation exhibited for the first time. The emulsion mixes readily with the feed of artificially fed infants, or may be taken direct from a spoon. A new preparation is Mandecal compound calcium mandelate, which readily forms a uniform and palatable suspension with water and meets the needs of patients nauseated by prolonged treatment with Mandelix (ammonium mandelate elixir).

V. J. Bush & Co., Ltd., **A 675**

Ash Grove, London, E.8, are showing all varieties of essential oils distilled in this country, including peppermint and lavender, together with those produced in the Colonies ; a complete range of fine chemicals for use in perfumery and pharmaceutical soap manufacture (including cinnamic aldehyde, of which Messrs. Bush are the only British manufacturers); ionone α and β, benzyl acetate, benzyl benzoate, benzyl alcohol, benzaldehyde, benzoic acid, sodium benzoate, citronellol, geraniol, linalol and their esters, amyl cinnamic aldehyde and phenyl acetaldehyde); also a new series of ionones ; and specialities including Vanillin-Bush, Coumarin-Bush, Heliotropine-Bush, cream of tartar, and Fre-Flo aspirin. Floral ottos, perfume bases, soap compounds, fruit essences, natural fruit extracts and harmless food colours complete the exhibit.

Distillers Co., Ltd., **A 610**

are exhibiting, jointly with the Methylating Co., Ltd., and British Industrial Solvents, Ltd., an illuminated " tree " showing how a wide range of chemicals of real industrial importance are derived from ethyl alcohol.

General Chemical & Pharmaceutical Co., Ltd., **A 692**

devote part of their display to Judex guaranteed analytical reagents, A.R., and Judex general laboratory chemicals. Attention is drawn to absorption indicators and oxidation-reduction indicators, illustrative of the wider range now available. Examples are shown of special reagents.

Hopkin & Williams, Ltd., **A 687**

London, again make a special feature of Analar laboratory chemicals supplied with analytical particulars on each label, and packed in a distinctive type of bottle with moulded screw cap. A third and enlarged edition of " Organic Reagents for Metals," which has recently appeared, is on show, together with thirty-eight reagents mentioned in the book. Pure mandelic acid, sodium mandelate, and solutions of ammonium and calcium mandelates form a group of exhibits, while among new indicators produced during the year are *n*-phenylanthranilic acid, sodium diphenylamine sulphonate, diphenylamine sulphonic acid solution, and naphthidine.

Howards & Sons, Ltd. **A 688**

Ilford, London, are dividing their exhibit into three sections: fine chemicals ; products for use in perfumery ; and solvents for the textile, paint and varnish, lacquer, dyeing and cleaning, polishes and allied trades. The first section includes pharmaceuticals manufactured continuously by Messrs. Howards for nearly 140 years (bismuth, iodides, mercurials, quinines) ; and Howards' standard ether. Special attention is drawn to calcium, calcium-sodium and sodium lactates, and lactic acid pure, all products manufactured at the Ilford laboratories. Synthetic menthol, thymol, camphor, Avantine isopropyl alcohol, and Flodia fixative for perfumery are shown, and the exhibit is completed with Epsom and Glauber's salts, sodium bicarbonate, Agotan and aspirin tablets, and fine specimens of aspirin in bulk, sodium salicylate (flake, crystal and powder), salicylic acid and a large variety of tablets.

Imperial Chemical Industries, Ltd., **A 612-626**

London, are making an innovation this year by devoting their stand in the chemical section to one product: soda. The uses of soda are traced back to glassmaking and embalming in ancient Egypt. Specimens are shown of soda made by the LeBlanc process and exhibited at the Great Exhibition of 1851.

Johnson & Sons Manufacturing Chemists Ltd., **A 633**

Hendon, London, N.W.4, are exhibiting fine chemicals for photography, including Amidol-Johnsons, pyrogallic acid, hydroquinone, Metol-Johnsons, Meritol, chloroquinol, glycin, Azol, together with various ready-prepared developers in which these chemicals are included. There is a special exhibit of fine-grain developers (fine-grain, super fine-grain and Meritol-metol), and by contrast, bromide, M.Q., gaslight and tank developers for D. & P. work.

Monsanto Chemicals, Ltd., **A 631 and 668**

London, have a considerably larger stand than on previous occasions, and this will be divided into sections. The display includes a comprehensive series of various grades of phenols and cresols, including specialised grades for the plastics industry. A further section is devoted to chemicals used in the rubber industry (including accelerators, anti-oxidants, softeners and mould pastes). Curodex odorants for rubber and colours for use in rubber manufacture are shown. The fine chemical exhibit includes salicylic acid in various grades, sodium salicylate and aspirin, with the special-grade Aspirgran for tablet making. A comprehensive display will be seen of benzoates, benzoic acid and derivatives of phthalic anhydride. Phenacetin (the only British-made phenacetin) is a prominent feature. Vanillin-Monsanto, Ethavan and synthetic vanillin are also shown.

Thomas Tyrer & Co., Ltd., **A 666**

Stirling Chemical Works, Stratford, London, E.15, are exhibiting bismuth salts ; stearates for cosmetic and technical uses ; cobalt salts for use in paint driers ; scale preparations ; hypophosphites ; potassium and sodium citrates ; analytical chemicals ; and chemicals for the rubber trade.

Whiffen & Sons, Ltd., **A 627**

Carnwath Road, Fulham, London, S.W.6, have prepared and are exhibiting many camphorsulphonic compounds, among which are emetine camphorsulphonate and the camphorsulphonates of ephedrine and adrenaline, which are closely related in their physiological action. Camphorsulphonic acid and its salts are finding increasing recognition in therapeutic practice ; their value lies in their power to replace the inorganic radicals of alkaloidal salts and modify their depressing action. Whiffen's Z.A. chemical (*p*-diazodiphenylaminesulphate), which gives with intermediates such as R.G. acid and Schäffer's acid a wide variation in colours ; iodo-organic derivatives (used in the treatment of rheumatism and arthritis) such as iodoxybenzoic acid and its salts ; iodosalicylic acid and allied sustances such as acetyliodosalicylic acid, methyliodosalicylic and di-iodosalicylic acid, are displayed, as well as nicotinic acid, which has been shown to be related to the pellagra-preventing principle of vitamin B_2. Phenylmercuric iodide and acetate, ethylmercuric chloride and phosphate complete the display.

This section also includes the stands of The Association of British Chemical Manufacturers, Ltd.; A. U. Products, Ltd. (Aup-L pharmaceutical specialities) ; Kaputine (General) Syndicate, Ltd. (pharmaceutical preparations); Newton, Chambers & Co., Ltd. (disinfectants); Williams (Hounslow), Ltd. (aniline dyestuffs).

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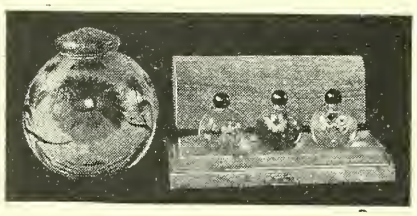
Toilet Preparations and Requisites

Abietsan Manufacturing Co., Ltd., **A 719**

London, E.14, will be showing Flaroma eau de cologne, lavender water and Devon violet perfume in a variety of presentation packs, including a range of hand-painted bottles (as illustrated); toilet eau de Cologne in decanters; pine bath essence (also available in other perfumes); bath salts in a variety of packs, including hand-painted wooden containers. A specially designed glass container filled with bath salts will be on show at the Fair.



Addis Brushworks, **G 1539**

Hertford, are showing Addis tooth-brushes; dental plate and nail brushes; face powder, mascara and eyelash brushes; Cutie manicure brushes; Mickey Mouse tooth- and nail-brushes; celluloid combs. A new Addis tooth-brush stand given free with orders for six dozen tooth-brushes will be on view at the stand. New items include Snow White whistling tooth-brush; Snow-White and Happy tooth-brushes fitted with character figures of Walt Disney's latest film creations.

J. A. Brook, Ltd., **E 1207**

Huddersfield, will feature their four-edge safety-razor blades and Lox safety razor, which is claimed to be 100 per cent. safe. The instrument is designed to prevent unauthorised persons from removing the blade. The razor has thus special advantages in hospitals, institutions and nursing homes.

John Freeman & Co., Ltd., **G 1533**

London, E.17, will be exhibiting toilet brushes of all descriptions, and combs. A special display will be made of the Lustress comb in many attractive colours, and of a recently patented device for attaching the combs to cards, eliminating the use of elastic while allowing the combs to be displayed more effectively. The card illustrated holds one dozen combs, and the new fastener enables any comb to be taken off and replaced as often as required.

Hand & Nail Culture Institute, Ltd. (Coralie's), **A 720**

London, W.1, are displaying over thirty preparations for hands and nails and a range of sixteen shades of cream enamel. Coralie's Healthinale nail food, Healthinamel for counteracting splitting nails, Healthihand, a two-purpose hand cream, and Kreemoover cream-enamel remover are other specialities shown.

Hindes, Ltd., **G 953**

London, W.C.2, are exhibiting Very and Hindelife rubber-cushion bristle hair brushes; New Matik and Hindelife New Matik rubber-cushion wire hair brushes; Tinglow patent body-friction brushes; Masaglow for face massage; a hair tinting preparation; hair wavers and curlers; dog brushes. A special feature will be hand-painted hair brushes.

Gilot (Paris-London), Ltd., **A 776a**

London, E.C.1, will be displaying perfumes and cosmetics in series, including Erolys; Narcisse; Quelque Chose d'Elle; Ivresse de Fleurs; eau de Cologne and eau de lavande in flasks; lotions and beauty creams.

John Gosnell & Co., Ltd., **A 752**

London, S.E.1, are introducing to Fair visitors a new series of perfumery products entitled Famora. The series includes perfume, eau de Cologne, lavender water, talcum powder, toilet soap, brilliantine, setting lotion, bath essence and face powder. A novelty is Society Belle perfume packed in a glass bell the clapper of which contains the perfume. The well-known cherry blossom series of perfumery preparations will be featured.

Edward Hack, Ltd., **A 774**

London, W.C.1, will display Hax perfume in neat pocket containers and bottles; iodine and styptic pencils; aspirin tablets in tubes of from seven to twenty-five tablets per tube; and Anti-Thrax shaving brushes.

Henderson Bros. & Co., Ltd., **G 1547**

London, N.11, are featuring Ripplex hair brushes lacquered in novel and artistic designs; rubber-cushion hair brushes in imitation bristle and pure bristle; shaving brushes.

G. B. Kent & Sons, Ltd., **G 1532**

London, will be displaying fitted dressings cases for both ladies and gentlemen; shaving brushes, including the White Knight and the Massage; special patterns of nail-brushes, including the Pall Mall twin-bristle for hands and nails, Berkeley Square, Tom Thumb and Tumble Tommy. Included in the exhibit will be examples of tooth-brushes made over 100 years ago for King George IV. Messrs. Kent will be making a special feature of their new Historical series of brushes, made from timber from the s.s. "Mauretania" and from the foundations of the old Waterloo Bridge; also brushes made from the bowsprit of Lord Nelson's flagship the "Victory."

Marris's, Ltd., **H 1617**

Birmingham, will feature Sirram beauty boxes in enamelled metal or covered with linen or rexine or leather, and containing bottles, jars, powder bowls, cotton wool holders, etc., for holding the user's own cosmetics.

Norma Technical Products, Ltd., **E 1206**

London, will devote their stand to the new and improved automatic-electric Telerazor, which is self-contained and embodies notable improvements in appearance and efficiency. The Telerazor derives its energy from a replaceable battery.

Papier Poudré, Ltd., **A 716**

London, will display Papier Poudré; soap leaves; nail-polishing leaves; rouge leaves; Cottage Garden pot-pourri sachets; flower perfumes, creams, powders, lipsticks, bath salts, etc. An item of special interest will be Sandel-Cedar moth bags in display boxes.

Potter & Moore, Ltd., **A 730**

London, E.10, will draw special attention to an attractive new range of floral perfumes and talcs which has been added to

their range of Mitcham lavender water and toilet specialities including powder-cream and blush-cream; Blue Ribbon eau de Cologne; and Garland perfumes.

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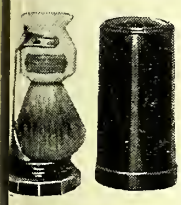
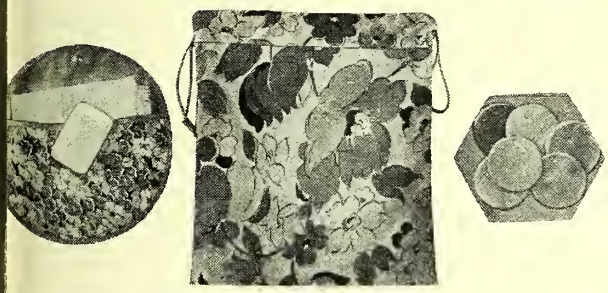
. Simpson, **E 1544**

apham, London, S.W.4, will make a special feature of a shaving brush in composition case (as illustrated) with patent rack fitted into base to hold the brush downwards. The brush dips into a holder containing a sponge to catch the drips. When not in use the brush is kept dustproof by the case, which makes it very compact for travelling. A new stand to display three brushes with attractively coloured handles can be seen at the stand.



olport Bros., Ltd., **A 751**

ondon, E.C.1, will give special prominence at their stand the following series of toilet sundries:—Nerissa powder uffs; Portia waterproof sponge bags, holdalls and fitted com-anions (examples illustrated); Watersprite non-stretch face oths. New lines featured will include Beautypads (illustrated), set of six washable, non-fraying velour pads in bright colours n card in printed transparent envelope, for application of face owder, rouge or lotions or for removal of oils and creams, c. Nerissa real lambskin flapjack puffs form a series to hich two additions have been made: a card carrying 1 dozen



ut puffs and describing how to cut puffs to any desired shape om the pad provided (the puffs can be cut to fit an oblong, uare, oval or round powder box); and a soft long-wool real mbskin puff, attractively carded, in several colours, each in ansparent envelope. Cosmetic Pochettes—waterproof bags, ch containing a free velour powder puff, and providing ample om for powder box, lipstick, puff, emery board or file and ange stick, for the purpose of keeping the lining of the user's andbag clean and free from loose powder—and the Thistle-own art-silk powder puff and flapjack puffs, are displayed, andard lines of importance include Portia corn plasters and andries.

ouplex, Ltd., **D 1153**

orecambe, will be showing safety razors and blades, shaving tfits, plastic mouldings and pressed steel products (including dvertising specialities), compact beauty outfits and beauty nd toilet preparations (including lipsticks, cream containers, yptic pencils).

enobia, Ltd., **A 733**

oughborough, will be showing a complete range of Zenobia ue flower perfumes, including the latest additions (Orange lossom, Gardenia, Devon Violet, and Winter Sweet *himonanthus fragrans*)). The outstanding feature of the dis-lay will be Zen-Art glass presentation bottles, a series of oulded floral bottles, hand-painted in brilliant colours.

Among other exhibitors are ALDRICH BROS., LTD., HENDER-ON BROS. & CO., LTD., and the STAR BRUSH CO., LTD. (brush-are); F. HULSE & CO., LTD. (Solvit shaving preparation); e JEWEL RAZOR CO., LTD. (razor blades, including a blade hich combines the advantages of the three-hole blade with ose of the slotted type); CHARLES MIDGLEY, LTD. (Gladys ooper beauty preparations and Hope's soaps); JARRETT, AINSFORD & LAUGHTON, LTD. (hair grips, sun glasses, etc.); UNE HAIR WATER WAVER & CURLER CO., LTD., and KIRBY, EARD & CO., LTD. (hair curlers); MRS. POMEROY, LTD. eauty preparations); RAZVITE, LTD. (brushless shaving cream); ROZALEX, LTD. (skin creams); SPENCER BROS., LTD. (toilet requisites); DAVID THOM & CO., LTD. (soaps, glycerin).

Druggists' Sundries and Rubber Wares

Allen & Hanburys, Ltd., **A 642 & 644**

London, E.2, are exhibiting St. Bartholomew's hospital operation tables; high-pressure steam dressings-steriliser; stainless-steel sterilisers for instruments, utensils, water and saline; gas, steam or electrically heated stainless-steel hospital equipment; surgical instruments; sterilised surgical catgut, etc.

P. B. Cow & Co., Ltd., **J 1730**

London, S.W.16, have a stand at which the central exhibit is the Li-Lo air bed in two new models, the New Wonder and the De Luxe. A separate exhibit is included of the Lok-Nek moulded hot-water bottle, a feature of which is a top-seal stopper. There is also an exhibition of various moulded rubber accessories for industrial purposes, including bottle stoppers and caps used in the chemical trade. Messrs. Cow have designers, engineers and fully equipped laboratory for producing rubber parts to resist oils, spirits and certain chemicals which have hitherto attacked rubber and occasioned difficulty in bottling chemical products.

The Gardner Co. (London), Ltd., **A 760**

London, E.C.2, will show perfume sprays, throat and nasal atomisers; and lotion sprays for various uses. The examples include the Atomist series of throat and nasal sprays. (Associated with Welten, Ltd.).

Grovewell Rubber Co., Ltd., **K 1865**

London, E.17, are featuring the Puck latex undercap (a close-fitting latex cap for wear under an ordinary bathing cap); Puck toy balloons, rubber toys and novelties.

David Moseley & Sons, Ltd., **D 630**

Manchester, are exhibiting mechanical rubber and vulcanite products for industrial purposes, including hose, flooring, mats, sheeting, tubing, gloves, gauntlets, and anti-corrosive goods for use in the chemical industries.

Nazone, Ltd., **A 662**

Blackpool, Lancs, are exhibiting four models of Zonex telescopes: the Seagull, Cruiser, North Star and Aero. Low-priced binoculars in special new models will be featured in six examples, the range including such branded instruments as the Eagle, Hawk and Falcon, all with nickel-plated tubes and spindles, and the Junior Service, Senior Service, with black tubes and fitments. It is claimed that these are the equals of foreign competitive articles previously available at comparable prices.

New Croydon Rubber Co., Ltd., **A 775**

London, S.E.1, are displaying branded hot-water bottles, including the Croydex Supatherm (in pastel shades), Duratherm and Alutherm (aluminium with Duratherm finish); Croydex Big Beauty and Junior shampoo sprays; Croydex Nucro and Super latex rubber gloves; latex bed sheeting and general sundries.

North British Rubber Co., Ltd., **A 776**

London, W.1, are exhibiting india-rubber hot-water bottles and druggists' sundries, including water and air beds and cushions; nursing aprons; crib sheets; crutch pads; douches; baths; bed pans; waterproof sheeting; vulcanite combs.

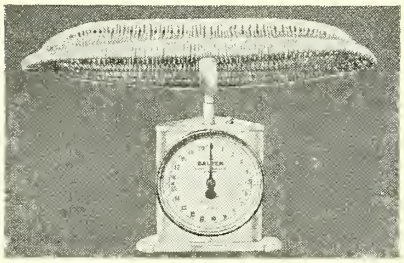
Reliance Rubber Co., Ltd., **A 773**

London, S.W.10, are making a prominent display of seamless moulded hot-water bottles. Supporting this will be general rubberware, such as bathing caps, pedestal mats, sundries for the drug and other trades. Since the last Fair pleasing reds, greens and blues in pastel and darker shades have been introduced into the hot-water bottle ranges.

British Industries Fair

Geo. Salter & Co., Ltd., **A 737**

West Bromwich and London, are including in a display of spring balances, weighing machines, testing machines (suitable for use by doctors or dieticians, or in nurseries or bathrooms), and coin-operated weighing machines, a new variety of baby scales (illustrated), particularly suitable for clinics. This has an easily read dial 6½ in. in diameter covered with glass and having a plated rim. The mechanism is fitted with a quick-stop device to reduce oscillation of the pointer and permit quicker readings. The balance is finished in white, and the basket either in self-colour or also in white. For domestic purposes, a second fork and a round porcelain enamelled pan are available, interchangeable with the basket fitting.



Among other exhibitors are Arthur Berton, Ltd. (surgical dressings, etc.); Dunlop Rubber Co., Ltd. (rubber cushions); J. G. Franklin & Sons, Ltd. (hot water bottles and bathing caps); Kamella, Ltd. (baby bags); Moorgate Blade Co., Ltd. (razor blades); Abel Morrall, Ltd. (hypodermic needles and safety pins); Mundet Cork Products, Ltd. (bath mats), Paragon Razor Co., Ltd., and Thomas Ward & Sons, Ltd. (cutlery); Premo Rubber Co., Ltd. (rubber brushes); Soho, Ltd. (cameras and optical apparatus); Thermega, Ltd., and Permavox, Ltd. (electrically heated pads, blankets and footmuffs); Lewis Woolf, Ltd. (teething rings, feeding bottles, teats and valves, including the Bulldog feeding-bottle teats, moulded and vulcanised by pressure and heat, claimed to be sterilisable and stronger, more durable and more hygienic than those made by other processes).

Miscellaneous

Adana, **C 1038**

Twickenham, will show for the first time at any Fair their Printall offset printing machine (see *C. & D.*, January 1, p. 11). Designed for use by manufacturers and retailers of packed, canned or bottled goods, this machine prints on glass bottles, collapsible tubes, tin or metal canisters and plastic moulded goods. For printing on moulded plastics (celluloid, ivorine, beetle-ware), the machine offers, the makers claim, a more satisfactory process than the present transfer method. The manufacturers have experimented with pigments in relation to the surface to be printed, and have succeeded in producing inks which neither wear nor scrape off easily and stand up to considerable washing in hot soapy water.

British Emulsifiers, Ltd., **Birmingham, A 524**

Teddington, are exhibiting the Bel Empire and Bel Jubilee emulsifiers suitable for making all kinds of emulsions, ointments, embrocations, etc. All models can be taken to pieces in a few seconds and thoroughly sterilised, thus enabling a variety of prescriptions to be made up in rapid succession.

British Fumigants, Ltd., **A 670**

London, E.C.3, will demonstrate Vermicine and Slatford sprays for destroying insect pests; pine, carbolic and other disinfectants; and a novelty not previously shown at the B.I.F.—a pilferage-proof container for the Onovex air purifier. Such a safeguarding device has long been asked for to prevent the deodorising fitment from being ruined within a few hours of its being installed in hotels, on railway stations, etc.

William A. Webb, Ltd., **A 639 and 647**

London, E.C.1, are showing analytical, assay and chemical balances; aperiodic, prismatic projecting balances; and pharmaceutical balances of all types.

Ozonol Laboratories (1930), Ltd., **A 76**

London, N.1, will feature a variety of products, including the Ozonol air purifier (for home trade) and Ozlab air purifier (for export). Prominence is being given to Ozoline guaranteed insecticide, which is non-staining and has a pleasant odour. There will be a large display of Ozzo air spraying fluids, including Ozzo Pine Royal, which combines great germicidal properties with a refreshing odour.

Thos. Hedley & Co., Ltd., **A 73**

Newcastle-on-Tyne, have devoted their space to industrial soaps for the laundry and textile trades, hospitals, schools and institutions. The varieties include Cream Suds, Olive Suds, Hedley's Pride, Felin and Super-Curd flakes, Snowwhite flakes.

Adam Hilger, Ltd., **A 61**

London, N.W.1, will show apparatus for manufacturing, research and control by optical methods; the Spekker absorptiometer (a photo-electric instrument for simplifying colorimetric analysis by removing the need for visual judgment of colour or intensity); the Donaldson trichromatic colorimeter (a standardised apparatus for measuring and specifying colours numerically); an outfit for qualitative and quantitative spectrographic analysis; and the Dexrae industrial *x*-ray unit.

H. W. Nevill, Ltd., **271 (Earls Court**

London, E.C.24, are including in a range of breads Procea starch-reduced bread, including slimming and diabetic loaves the wrappers of which carry full analyses.

Thermos (1925), Ltd., **H 163**

London, N.15, are exhibiting the Thermos flasks, jugs and jars, including several new models. All are fitted with the patent strong glass refill which is an exclusive Thermos feature. A range of fitted picnic cases, travel goods and special fittings for use on board ship and in hotels, is also displayed. The new models of jugs include designs by Mr. Charles Boyton on entirely new lines. The increased choice of colours in certain standard flasks and a new range of food jars at popular prices will be noted by visitors.

W. Watson & Sons, Ltd., **A 61**

London, W.C.1, are featuring the Sayce-Watson camera, a laboratory camera which photographs documents, drawings, illustrations, or specimens on to 35-mm. film. The lens with which the photograph is taken is used for projecting the negative for enlarging purposes, the camera being replaced by a projection slide. The same camera can be used for photomicrography and for ordinary photography. The advantages of this apparatus are compactness, small negative-size and cheapness of working. Also exhibited are industrial magnifiers (a series of magnifiers in various mountings) for inspection of raw materials, finished products, etc.

Among other exhibitors are British Crepemakers & Paper Products, Ltd., the British Patent Perforated Paper Co., Drayton Paper Works, Ltd., and Dennison-Victor Co., Ltd. (toilet or display papers, etc.); Brunton & Williams, Ltd., and Samuel Jones & Co., Ltd. (gummed labels, sealing machines, etc.); Cadbury Bros., Ltd., and Virol, Ltd. (food products); Econasign Co., Ltd. (showcard printing outfit); Evans Sons Lescher & Webb, Ltd. (Liverpool Virus); James Haworth & Brother, Ltd. (cartons, showcards, etc.); G. H. Gledhill & Sons, Ltd., and the National Cash Register Co., Ltd. (cash registers, etc.); Nil-Mist Manufacturing Co. (cleaning and polishing compounds); Bakelite, Ltd., Catalin, Ltd., and Mouldrite, Ltd., (moulding articles or materials); Berkefeld Filters & Water Softeners, Ltd.; British Celanese, Ltd.; British Cellophane, Ltd., and Transparent Paper, Ltd. (transparent foils); John Dickinson & Co., Ltd. (stationery); Douglas-Pectin, Ltd. (Certo); Samuel Fox & Co., Ltd. (stainless steel articles); Hanovia, Ltd. (ultra-violet and infra-red ray lamps); Magnesite Syndicate, Ltd. (assay materials); John Moncrieff, Ltd. (laboratory glassware); Sir Isaac Pitman & Sons, Ltd. (books); Short & Mason, Ltd. (scientific instruments); Viscose Development Co., Ltd. (bottle caps); and A. West & Partners (Uno pen stencil outfits).

Key Industry Duty Revenue

THE following table of declared values of imports and the net revenue receipts under Part I of the Safeguarding of Industries Act, 1921 (Key Industry duty), is published in Customs and Excise annual report for the year ended March 31, 1937.

Articles	1932–33		1933–34		1934–35		1935–36		1936–37	
	Value	Net Receipts	Value	Net Receipts	Value	Net Receipts	Value	Net Receipts	Value	Net Receipts
	£	£	£	£	£	£	£	£	£	£
Optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments and component parts of such optical instruments	182,720	91,355	282,875	141,435	341,837	170,911	417,078	208,560	576,207	288,087
Beakers, flasks, burettes, measuring cylinders, thermometers, tubing and other scientific glassware and lamp-blown ware, evaporating dishes, crucibles, combustion boats, and other laboratory porcelain...	111,484	37,161	121,137	40,360	146,837	48,974	120,672	40,218	120,764	40,249
Galvanometers, pyrometers, electroscopes, barometers, analytical and other precision balances and other scientific instruments and component parts of such scientific instruments, gauges and measuring instruments of precision of the types used in engineering machine shops and viewing rooms, whether for use in such shops or rooms or not	126,405	42,128	145,953	48,577	234,931	78,307	260,189	86,722	325,999	108,652
Arc-lamp carbons (*b*)	36,643	19,432	45,105	21,388	2,956	4,610	2,558	7,484	} 3,888	10,588
Parts of arc-lamp carbons whether finished or not (*a*)	—	—	—	—	—	—	—	—		
Activated carbons and decolourising carbons, not of animal origin (*a*)	—	—	—	—	—	—	—	—	37,105	12,345
Amorphous carbon electrodes, but not including primary battery carbons or arc-lamp carbons ...	209	70	777	259	3,213	1,068	2,722	907	3,803	1,268
Metallic tungsten, ferro-tungsten and manufactured products of metallic tungsten, and compounds (not including ores or minerals) of thorium, cerium, and the other rare earth metals	92,653	30,881	97,722	32,571	116,314	38,769	144,105	48,034	56,715	18,934
Molybdenum, ferro-molybdenum and molybdenum compounds, and vanadium, ferro-vanadium and vanadium compounds (but not including ores or minerals of molybdenum or vanadium)	18,939	6,313	12,414	4,137	39,432	13,144	43,645	14,549	30,156	10,052
Ferro-titanium containing not more than 2 per cent. of carbon, manganese metal containing not more than 1 per cent. of carbon and chromium metal (*a*)	—	—	—	—	—	—	—	—	2,352	784
All synthetic organic chemicals (other than synthetic organic dyestuffs, colours, and colouring matters imported for use as such, and organic intermediate products imported for their manufacture), analytical re-agents, all other fine chemicals (except sulphate of quinine of vegetable origin) and chemicals manufactured by fermentation processes...	426,295	141,907	684,651	228,034	642,740	214,240	672,618	224,189	622,875	207,746

(*a*) From April 22, 1936. (*b*) The quantity on which specific duty was paid was 388,643 lb. in 1932–33, 427,750 lb. in 1933–34, 23,780 lb. in 1934–35, 20,953 lb. in 1935–36 and 28,709 lb. in 1936–37. Duty increased April 18, 1934.

Recent Research

Optical Materials

W. EWART WILLIAMS (King's College, London), introduced the subject of "New Optical Materials" in a paper recently before the London Branch of the Institute of Physics. Optical materials were divided broadly into materials required for a special purpose (such as transparency in the ultra-violet or infra-red, for the construction of spectrographs and monochromatic illuminators) and materials required as component parts of lens systems to give certain desired effects in aberration calculation. The most valuable of the first class was fluoride, but relatively small supplies were now available. Recently lithium fluoride crystals hade been grown artificially and had proved satisfactory. Aluminium mirrors were another recent development. While they did not tarnish, they reflected both in the visible and in the ultra-violet region (silver losing practically all its reflecting power below 4,000A). The lens designer could now avoid double images in his optical system. The difficulty with transparent plastic materials was of polishing them optically flat. The process of moulding to get optical results had necessarily to be very different from ordinary moulding, where an accuracy of a thousandth of an inch would be considered exceptionally good.

Toxicity of Derris to Mammals

A. M. AMBROSE and H. B. HAAG ("Industrial and Engineering Chemistry," 29, 4, 429) report upon the acute oral toxicity of rotenone, deguelin, toxicarol, dehydrorotenone and dihydrorotenone as regards various species of animals (rabbits, white rats and guinea pigs). The symptoms of poisoning were those for rotenone and derris, i.e., inco-ordination, tremors, convulsions, depression and death by respiratory failure. The lethal dose of rotenone for rabbits was found to be about 3 gm., with 0.6 gm. for rats and 0.06 gm. for guinea pigs. In the case of dogs the effects were noted with doses of 2 gm. per kilogram of body weight. Doses of the other compounds as high as 1.5 gm. were not fatal to rabbits and rats. There seems to be little danger of acute poisoning by ingestion of derris or its constituents. Colorimetric tests indicate that rotenone and the other compounds are excreted in the fæces unchanged, but there was no evidence thereof in the urine. The experiments suggest that rotenone is slowly absorbed from the intestine or that only a small portion of that ingested is absorbed.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, February 17

QUIET CONDITIONS continue to prevail in many markets, with most of the business passing concerned with limited quantities for near requirements. A feature worth comment is the fact that, in general, values are keeping up to recent levels, the isolated exceptions being a few speculative articles. A fair amount of re-export business continues to be done with near Continental countries. The PHARMACEUTICAL CHEMICALS markets are reported to be steady, with only a moderate business moving. A reduction in the scale of prices for MERCURIALS is recorded this week. STRYCHNINE SALTS continue at the reduction recorded last week. It is evident that conditions for the purchase of EPHEDRINE HYDROCHLORIDE, B.P., are now a good deal easier than they were at the turn of the year.

Crude Drugs

These markets are doing a restricted amount of business. There are two or three bright features, but, generally, conditions are rather disappointing. This is not due to any definite and marked weakness, but rather to the unsettled international position. Shipment prices for AGAR are being maintained. Spot values for any Canada BALSAM available on spot are very firm. Slightly easier quotations for shipment of new crop BUCHU are coming in. Bergen reports stormy weather has interfered with Lofoten fishing; shipment market for COD-LIVER OIL remains dull. Sudan GUM ACACIA continues dull and at low values. The HONEY market is still neglected. LOBELIA HERB is steadier. Japanese MENTHOL has had a quiet week, with values steady. With very few shipment offers the spot values for RHUBARB are keeping steady. RUBBER shows a recovery on the week. The firm tone in SENEGA noted last week continues, and a further advance in spot values is recorded. SHELLAC is steadier. TRAGACANTH is quietly steady. BEES' WAXES have met with a quiet business, and most descriptions are rather unsteady on quotation.

Essential Oils

The general tone in these markets is quiet, with business less than normal. Values are about maintained, but there is a tendency in some markets towards easier conditions. Spot values for ANISE (STAR) are cheaper on a slow market. Shipment quotations for new crop BERGAMOT show no change. With a poor demand spot values for CASSIA are slightly easier. Java and Ceylon CITRONELLA have been dull and are nominally unchanged. Rather more interest shown in CLOVE, and, generally, eugenol-containing oils appear to have recovered from the recent unsettled and nervous condition. Australian EUCALYPTUS continues to be quoted keenly for shipment, but bulk business is lacking. GERANIUM oils show no sign of recovering from recent depressed conditions. Shipment offers of Sicilian hand-pressed LEMON are cheaper this week, but business for this market remains slow. New crop French Guinea ORANGE continues very firm; there are no shipment offers from the source. Japanese PEPPERMINT has sold quietly on spot, with shippers' quotations fully maintained. Mysore SANDALWOOD is quoted dearer this week.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	February 10	February 17
Amsterdam	Fls. to £	12·107	8·96¾	8·96½
Berlin	Mks. to £	20·43	12·40	12·40
Brussels	Belgas to £	nominal	29·54	29·56½
Copenhagen ...	Kr. to £	18·159	22·40	22·40
Lisbon	Esc. to £	110	110⅝	110⅝
Madrid	Ptas. to £	25·24½	nominal	nominal
Milan	Lire to £	92·46	95⅝	95½
Montreal	Dols. to £	4·86¾	5·01	5·03
New York	Dols. to £	nominal	5·01	5·03
Oslo	Kr. to £	18·159	19·90	19·90
Paris	Fr. to £	124·21	152¾	153
Prague	Kr. to £	164·25	142¾	143
Stockholm	Kr. to £	18·150	19·40	19·40
Warsaw	Zloty to £	43·38	26¼	26¾
Zurich	Fr. to £	25·2115	21·62	21·60

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS continues on modest lines, with the general tone fairly steady. Mercurials are quoted cheaper. Bismuth salts continue unchanged. Some cutting in vanillin is noted.

ACETANILIDE.—Quoted unchanged: B.P. crystals and powder, 1s. 7d. to 1s. 10½d. per lb., as to quantity.

AMIDOPYRINE.—Convention prices steady; the scale is as follows: Crystals, two cwt., 9s. 4d.; one cwt., 9s. 8d.; less than one cwt., 10s. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—One cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices are steady, average business reported: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 3s.; 14 lb., 3s. 1½d.; 7 lb., 3s. 2¾d.; 4 lb., 3s. 4½d.; 1 lb., 3s. 7d. per lb. Bulk packing free, net, carriage paid. Contracts, over twelve months, minimum one ton; over six months, less than one ton.

BARBITONE.—The scale of prices is steady: two cwt., 8s. 11d.; 56 lb., 9s. 2d.; less than 56 lb., 9s. 5d. per lb., ex store, London.

BENZOIC ACID (B.P.).—Steady, market quiet: quantities, ex works, 1s. 9d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices show no change on quotation: carbonate, B.P., not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb., with rebates on contracts for larger quantities.

BORAX (B.P.).—Makers' prices steady: granulated, £24; crystals, £25; powdered, £25 10s.; extra fine powder, £26 per ton, in one-cwt. bags, carriage paid buyers' works for minimum 1-ton lots. Extra for smaller quantities. Commercial quality, £8 per ton less for all descriptions.

BORIC ACID (B.P.).—Makers' prices continue steady: granulated, £26 10s.; crystals, £37 10s.; powder, £38 10s.; extra fine powder, £40 10s. per ton, in 1-cwt. bags, carriage paid to buyers' works on 1-ton minimum. Commercial quality £8 per ton cheaper for all descriptions.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies, 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

CITRIC ACID (B.P. CRYSTALS).—Quoted unchanged: British material quoted at 1s. 0¼d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

COCAINE.—British makers' prices for wholesale bulk quantities are quoted as follows:—HYDROCHLORIDE and NITRATE, 25 oz. and over, 29s. 6d.; 16 oz. and less than 25 oz., 30s. 9d.; over 8 oz. and less than 16 oz., 31s. 9d. per oz. PURE, CITRATE and SALICYLATE, 25 oz. and over, 32s. 6d.; 16 oz. and less than 25 oz., 33s. 6d.; over 8 oz. and less than 16 oz., 34s. 6d. per oz.; 16-oz. packages free, smaller packing extra. The scales of prices applicable to distributors of smaller quantities are as follows:—HYDROCHLORIDE and NITRATE, 8 oz., 34s. 1d.; 4 oz. and less than 8 oz., 34s. 7d.; 2 oz. and less than 4 oz., 35s. 5d.; 1 oz. and less than 2 oz., 36s. 5d.; ½ oz. and less than 1 oz., 37s. 11d.; ¼ oz. and less than ½ oz., 40s. 11d. per oz. PURE, CITRATE and SALICYLATE, 8 oz., 36s. 10d.; 4 oz. and less than 8 oz., 37s. 4d.; 2 oz. and less than 4 oz., 38s. 2d.; 1 oz. and less than 2 oz., 39s. 2d.; ½ oz. and less than 1 oz., 40s. 8d.; ¼ oz. and less than ½ oz., 43s. 8d. per oz., packages extra. Resale: Sales subject to buyers undertaking not to resell any quantity at below the scale price for such quantity current at the time of resale. Export prices vary according to destination.

CREAM OF TARTAR.—Market is steady as quoted: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

EPHEDRINE.—Business is mostly restricted to orders for smallish quantities. Makers of Hydrochloride, B.P., are quoting from 13s. to 14s. per oz., as to quantity, and there may be odd lots held by resellers at slightly less. Pure alkaloid is indicated in the region of 17s. 6d. per oz., as to quantity.

GALLIC ACID.—Values keep steady: one cwt., 3s.; 56 lb., 3s. 1d.; small quantities, up to 3s. 6d. per lb.

MERCURIALS.—Makers notify a reduction of 6d. per lb. in their scales of prices for these salts. The new scales are as follows:—

	Less than 28 lb.	Not less than 28 lb.	Not less than 112 lb.
	s. d.	s. d.	s. d.
Ammoniated Lump B.P. (White Precip.) ...	5 10	5 6	5 5
,, Powder B.P.	6 0	5 8	5 7
Bichloride Lump B.P. (Corros. Sub.)	5 1	4 9	4 8
,, Powder B.P.	4 9	4 5	4 4
Chloride B.P. Calomel	5 10	5 6	5 5
Red Oxide Cryst B.P.C. (Red Precip.)... ...	6 11	6 7	6 6
,, Levig B.P.C.	6 5	6 1	6 0
Yellow Oxide B.P.	6 3	5 11	5 10
Persulphate White	6 0	5 8	5 7
Sulphide Black (Hyd. Sulph. cum Sulph. 50%)	5 11	5 7	5 6

Net.—Without engagement. Special prices for larger quantities and for contracts. Assorted salts at bulk quantity prices.

METHYL SALICYLATE.—Limited demand, quoted unchanged: spot, ten cwt., 1s. 1¾d.; five cwt., 1s. 2d.; one cwt., 1s. 2¼d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

PHENACETIN.—Limited business at steady figures: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

PHENAZONE.—Not much business moving: crystals, five cwt., 6s. 9½d.; two cwt., 7s.; one cwt., 7s. 3d.; and less, 7s. 6d. per lb., with powder 2½d. extra. Quoted duty paid, London.

QUININE SALTS.—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9¾d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; dihydrochloride, 3s.; hydrobromide, 2s. 8½d.; dihydrobromide, 3s.; valerianate, 3s.; hydrophosphite, 4s.; alkaloid, 3s. 10½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—The home makers' scale of prices is as follows: one cwt., 5s. 5d.; 56 lb., 5s. 6d.; 28 lb., 5s. 7d.; 14 lb., 5s. 9d.; 7 lb., 6s.; smaller quantities, up to 7s. per lb.

SALICYLIC ACID (B.P.).—Makers' prices are unchanged: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0¾d.; 4 lb., 2s. 2½d.

SALOL.—Market is dull and easy as quoted for bulk quantities: from about 2s. 3d. to 2s. 7d. per lb., as to quantity.

SANTONIN.—Little bulk demand: spot quotation is nominally unchanged at £15 per kilo., with sellers at a good deal less.

SODIUM BENZOATE.—Fair business is reported: bulk quantities, 1s. 6d.; smaller parcels, 1s. 7d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Convention scale of prices continues at the recent advance: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' quotations are steady; moderate business: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

STRYCHNINE.—Makers' scales of prices continue at the reduction recorded last week:—

	Under 100 oz.	100 oz. and over
	per oz.	per oz.
Pure Crystals	2s. 4d.	2s. 3d.
Pure Precip.	2s. 3½d.	2s. 2½d.
Acetate	2s. 4½d.	2s. 3½d.
Arseniate	2s. 3½d.	2s. 2½d.
Arsenite	2s. 4d.	2s. 3d.
Bisulphate	1s. 11½d.	1s. 10½d.
Hydrochloride	2s. 2d.	2s. 1d.
Hypophosphite	3s. 10d.	3s. 9d.
Nitrate Crystals...	2s. 0½d.	1s. 11½d.
Nitrate Powder	2s. 0½d.	1s. 11½d.
Nitrate Powder No. 2	1s. 8d.	1s. 7d.
Phosphate	2s. 7½d.	2s. 6½d.
Sulphate Neutral Cryst.	2s. 1d.	2s. 0d.
Sulphate Neutral Powder	2s. 0d.	1s. 11d.
Sulphate Neutral Powder No. 2	1s. 7d.	1s. 6d.

Net; packed in 25-oz. tins free; smaller packages extra. Contracts cannot be accepted for the present, but reduction clause will apply to existing contracts.

SULPHONAL.—Dealers' prices steadier, business small: crystals or powder, two cwt., 15s. 5d.; one cwt., 15s. 11d.; 56 lb., 16s. 1d.; smallest parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Quoted unchanged: British makers quote at 1s. 1¼d. per lb., less 5 per cent. discount, dealers offering foreign materials at competitive prices.

Crude Drugs, etc.

AGAR.—Spot rather easy as quoted, with business slow; new crop for shipmnet quoted steadily: spot, Kobe, No. 1, 3s. 3d. to 3s. 6d.; No. 2, 3s. 3d. Yokohama, No. 1, 3s. 3d. per lb., shipment; Kobe No. 1, February-March, 2s. 7¼d.; No. 2, March-April, 2s. 4d.; Yokohama No. 1, 2s. 4d. per lb., c.i.f. Most shippers will now sell only on certificate of Agar Association, which must be accepted as final.

ALOES.—This market continues steady, with fair spot business in Curaçao: Cape, spot, 63s. to 64s.; shipment, about 62s. 6d. per cwt., c.i.f. Curaçao, spot, manufacturing quality, 138s. to 140s.; smooth black, turning, 145s.; livers, from 147s. 6d. to 155s. per cwt.; shipment, nominal, at 140s. per cwt., c.i.f.

ANTIMONY.—Chinese crude is quoted dearer: spot, £48; shipment, £42, c.i.f. English regulus, spot, £81 to £82 per ton, ex store.

BALSAMS.—Any *Canadian* available on spot would be fully 7s. 3d. upwards; shipment firm at 7s. 6d. per lb., ci.f., with no interest at this high figure. Other descriptions quoted unchanged.

BUCHU.—A few spot sales of old crop at steady prices: rounds, 1s. 8d. to 1s. 11d.; ovals, 1s. 7d. to 1s. 9d. per lb., as to quality. Shipment offers of new crop are at 1s. 9d. per lb., c.i.f., and 1s. 8d., c.i.f., would be cabled.

CAMPHOR.—Values are quite steady, business remains quiet: Japanese manufacturing BB grade, £8 10s. per 100 lb. Japanese spot, tablets, 2s. 7½d.; powder, 2s. 4d.; slabs, 2s. 3½d. per lb., ex store; shipment, tablets, 2s. 3d.; powder, 2s. 1d.; slabs, 2s. 0¾d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¼ oz., and ¼ oz., 3s. 6d. per lb.

CANTHARIDES.—Small spot business: Chinese, 2s. 2d. to 2s. 3d., as to quantity; shipment, 1s. 7d. per lb., c.i.f.

CARDAMOMS.—Little inquiry during the past week, with shipment values about unchanged, but tending to be a little easier: Aleppy, green, spot, 4s.; shipment, 2s. 8d., c.i.f., for f.a.q. Duckwari seed, spot, 5s. 6d.; Bombay seed, spot, 5s. 6d.; shipment, 4s., c.i.f. Mangalore seed, shipment, 3s. 6d. per lb., c.i.f.

CASCARA SAGRADA.—Busines is of small consequence on spot: spot, 1937 peel, 55s. to 57s.; old peel, 65s. to 70s. per cwt.; shipment, 1937 peel, 48s. per cwt., c.i.f.

CHAMOMILES.—Good white flowers are quoted ex store at 170s. per cwt.

CLOVES.—Values about maintained, market quiet: Zanzibar, spot, 8d.; shipment, February-March, 7¾d. per lb., c.i.f. Madagascar, in bond, 6¾d.; shipment, February-March, 6¼d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended February 12 were *nil* and the deliveries *nil*, leaving a stock of 932. From January 1 to date the landings of Zanzibar have been 10 and the deliveries 147. Landings of Madagascar for the week ended February 12 were *nil* and the deliveries 122, leaving a stock of 1,746. From January 1 to date the landings of Madagascar have been *nil* and the deliveries 344 packages.

COCOA BUTTER.—Market has been quiet: prime English, 10½d. to 11½d. per lb. Foreign, 8½d. to 9½d. per lb., as to quantity.

COCONUT (DESICCATED).—Shipment quotations are steadier: spot, fine, 18s. 6d.; medium, 17s. 9d. per cwt.; shipment, halves, February, 17s.; March, 17s. 3d. per cwt. c.i.f.

COD-LIVER OIL.—Stormy weather has restricted fishing in Lofoten waters during the past week. Results to February 12: 16,611 tons of cod and 6,558 hectol. of oil, compared with 18,286 tons of cod and 9,474 hectol. of oil on the same date in 1937, and 15,262 tons of cod and 6,094 hectol. of oil in 1936. The shipment market is reported dull. Quoted at 90s. to 92s. per barrel, c.i.f.

ERGOT.—Spot supplies of Portuguese-Spanish are quoted at about 4s. 9d. to 5s. per lb., with shipment now quoted down to 4s., c.i.f., and a near bid might be accepted. Some bold clean Bulgarian is mentioned at 4s. 3d. per lb., c.i.f.

GENTIAN.—The spot value for small lots of French root is steady from 42s. 6d., with Continental quoted slightly cheaper.

GINGER.—Values maintained, market quiet: West African, spot, 47s.; shipment, to arrive, 34s. 6d. per cwt., c.i.f. Jamaican, spot, bold in barrels, 82s. 6d. to 85s.; small grinding, in bags, 60s. to 62s. 6d. per cwt., ex store.

GUM ACACIA.—Market is attracting little attention: Kordofan cleaned sorts, spot, 41s. 6d. to 42s.; shipment, 38s. 6d. per cwt., c.i.f.

HONEY.—The demand for this commodity remains quiet; quoted unchanged: Jamaican, dark manufacturing, 37s. up to 48s. for pale set. Californian is held for 50s., duty paid, and any Canadian is steady at 55s. per cwt., ex store.

HYDRASTIS.—Steady with small spot business noted: spot, 15s. 3d.; shipment, 15s. per lb., c.i.f.

IPECACUANHA.—In quiet demand and quoted unchanged: Matto Grosso, B.P., spot, 8s.; shipment, 7s. 4d. per cwt., c.i.f.

IRISH MOSS.—Spot supplies are offering from about 45s. to 60s. per cwt. for small parcels of the best qualities.

JALAP.—Rather more inquiry on the market: 12 per cent., 1s. 3d.; 14.7 per cent., 1s. 4½d. per lb., ex store; shipment, basis, 15 per cent., 1s. 3½d. per lb., c.i.f.

KOLA NUTS.—African halves on spot from 2½d. to 2¾d. St. Lucia halves, about 4d. per lb. for good bright quality.

LAVENDER FLOWERS.—Supplies of good blue flowers are available on spot at 1s. 6d. per lb., ex store.

LOBELIA HERB.—The position continues steady, particularly for shipment: spot, 6⅞d. to 7½d.; shipment, new crop, 7½d. per lb., c.i.f.

LYCOPODIUM.—Dealers quote the spot value in the region of 5s. 3d. per lb.

MANNA.—Dealers are offering finest selected flake, in 1-lb. tins, about 3s. 6d. per lb.

MERCURY.—First-hands quotations are unchanged: London stocks available, f.o.b. Continent, 64 dollars; spot, £12 17s. to £12 17s. 6d. per bottle, ex store, London.

PEPPER.—At the slightly better values the market is steady: Lampong, in bond, 2⅝d.; shipment, March-May, 2 11/16d.; April-June, 2¾d., c.i.f. paid. Tellicherry, spot, 4d.; February-April, 32s., c.i.f. Aleppy, spot, 3¾d.; shipment, February-April, 32s. 6d., c.i.f. White Muntok, in bond, 4d.; shipment, March-May, 4 1/16d.; April-June, 4⅛d., c.i.f. London Terminal Market: Black, February, 2 11/16d.; March, 2¾d.; May, 2 13/16d. White, February, 4d.; March, 4 1/16d.; May, 4 1/16d. per lb.

PIMENTO.—Business quiet, market steady: spot, 7¾d. per lb.; shipment, February-March, 69s. per cwt., c.i.f.

RHUBARB.—Some Shensi selling to the Continent, otherwise the market is quiet, with very little offered from the source for shipment. Shensi, best quality, 4s. 9d. to 5s. 3d.; old, very slightly wormy, 4s. 3d. to 4s. 6d.; and pickings, 4s. per lb. Rough round, spot, 2s. 4½d. to 2s. 7d. per lb., as to quality; shipment, ordinary quality, 1s. 11d. per lb., c.i.f.

RUBBER.—Moderate business is reported, with the market about steady at the slight recovery. Standard ribbed smoked sheet, spot, 7d.; March, 7 1/16d.; April-June, 7⅛d.; July-September, 7 3/16d.; October-December, 7¼d. per lb.

SCAMMONY ROOT.—Stocks at origin are reported to have been cleared out. New crop will be ready about end of June. Spot, 15.3 per cent., 30s.; 17.45 per cent., 35s. per cwt., ex store.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 64s.; Bulgarian, 42s. 6d.; Syrian, 43s. CANARY.—Prices quoted are spot, duty paid: Mazagan, 19s. 6d.; Turkish, 18s. 3d.; Plate, 17s. 6d.; Spanish according to quality, 25s. to 37s. 6d. CARAWAY.—Dutch, spot, 34s. 6d.; duty paid, 29s. 6d., quoted f.o.b. Holland. CORIANDER.—Market quiet: Morocco, spot, quoted at 23s. 6d. duty paid. CUMIN.—Spot: Malta, 45s., duty free; Morocco, 43s., duty paid, and 40s. in bond. FENUGREEK.—Morocco is offered at 13s. 3d. spot, duty paid. FENNEL.—Indian, spot, 27s. 6d., and Irak, 25s., in bond. DILL.—Bombay, 22s. 6d., spot. MUSTARD.—English, 21s. to 30s., according to quality.

SENEGA.—The general position continues firm. Shipment is well held at 2s. 6d., c.i.f., on a short supply. Spot sales have been reported up to 2s. 4d., and it is rather doubtful if that figure would now be accepted with holders indicating at least 2s. 5d. per lb.

SENNA.—A small spot business is reported, with prices for all descriptions unchanged. Tinnevelly leaves of fair colour offering on spot: bold, 6½d.; No. 1, 5½d.; No. 2, 3½d.; No. 3, 2½d.; No. 4, 2¼d. per lb. Tinnevelly hand-picked pods, palish quality, 6d.; darkish quality, 3¼d. to 4d. per lb. Alexandrian hand-picked pods: A small consignment of new crop has recently come to hand, but the quality is not considered entirely satisfactory and below the usual standard. Later shipments are expected to show some improvement. Old crop, on spot: selected, 5s. to 5s. 3d.; No. 1, 2s. 6d. to 4s.; No. 2, 2s. 3d. to 2s. 9d.; No. 3, 1s. 6d. to 2s.; lower grades, from 1s. to 1s. 3d. per lb., ex wharf, London.

SHELLAC.—Values are better on the week, fair business: spot, standard TN orange, 42s. 6d. to 45s.; fine orange, 57s. 6d. to 107s. 6d.; pure button, 55s. to 60s. per cwt. For delivery, TN, March, 42s.; May, 42s. 6d.; August, 43s. 6d. For arrival, TN, March-April, 41s. per cwt., c.i.f.

TRAGACANTH.—Fair inquiry continues for most grades of gum, with quotations showing no material change. Druggists' white ribbon, No. 1, £60 to £70; No. 2, £50 to £57 10s.; No. 3, £45 to £52 10s. per cwt., ex store.

TURMERIC.—Business is reported quiet, with Madras finger offering on spot in the region of 29s. per cwt., ex store.

WAXES.—BEES'.—Market has been quiet: Calcutta, bleached, spot, 135s.; shipment, February-March, 132s. 6d., c.i.f.; ordinary quality, spot, 110s.; shipment, February-March, 105s. per cwt., c.i.f. Benguella, in bond, 105s.; shipment, February-March, origin, 99s., c.i.f. Conakry, spot, 105s.; shipment, February-March, 99s., c.i.f. Dar-es-Salaam, spot, 117s. 6d.; shipment February-March, firm at 109s. 6d., c.i.f. CARNAUBA.—Business continues rather slow: fatty, grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, February-March, 145s., c.i.f. Chalky, grey, spot, 150s.; afloat, 146s.; shipment, February-March, 142s. 6d., c.i.f. Primeira, spot, good quality, 205s.; afloat, 190s.; shipment, February-March, 175s., c.i.f. Mediana, spot, 190s.; shipment, 170s. per cwt., c.i.f.

Essential and Expressed Oils, etc.

THE volume of business being transacted is rather disappointing. The general tone is fairly steady. Australian eucalyptus is cheap for shipment. Sicilian hand-pressed lemon is easier and quiet. French Guinea orange is dearer and firm. Japanese peppermint is about steady.

ANISE (STAR).—Spot market has been quiet and is quoted rather easier. No definite shipment offers: spot, leads, if available, 5s.; tins, about 4s. 7½d.; drums, about 4s. 6d. per lb., ex store, shipment. A bid of 3s. 10½d., c.i.f., for drums might be considered worth cabling.

AVOCADO PEAR.—Dealers' prices are steady. Californian oil steady at 47s. 6d. to 55s. per gallon, as to quantity, ex store.

BERGAMOT.—The shipment position shows no change on the week with quotations about 14s. 9d. to 15s. per lb., c.i.f., with supplies fairly freely offered. Business for this market, however, is reported to be rather quiet.

CASSIA.—The spot values are barely maintained at 3s. 6d. to 3s. 7½d., as to quantity and packing. Shipment is reported slightly easier at about 3s. 1d. for leads and 3s. per lb. for drums, c.i.f., March shipment.

CINNAMON LEAF.—Not much interest in this product with Ceylon oil, in drums, quoted at 2s. 6d. per lb., c.i.f.

CITRONELLA.—Market has been dull throughout with values nominally unchanged: Ceylon, spot, drums, 1s. 6¼d.; smaller parcels, up to 1s. 9d.; shipment, drums, 1s. 4¼d., c.i.f. Java, spot, drums, 1s. 11d. to 2s.; smaller parcels, up to 2s. 3d.; shipment, drums, 1s. 6½d. per lb., c.i.f.

CLOVE.—Market tends to be rather steadier: Madagascar, spot, small parcels, about 4s. per lb.; shipment, 2s. 6d. per lb., c.i.f.

EUCALYPTUS.—Shipment quotations continue keen, but the seasonal demand seems to have been satisfied: spot values are keeping about steady: Australian, 70 to 75 per cent. tins, 1s. 7d. to 1s. 7¼d.; drums, 1s. 6¼d.; 80 to 85 per cent., drums, 1s. 9¾d. per lb., landed; higher prices for small lots on spot. Shipment, 70 to 75 per cent., tins, 1s. 4½d.; drums, 1s. 4¼d.; 80 to 85 per cent., 1s. 6½d. per lb., c.i.f.

GERANIUM.—Remains very dull with quotations irregular and at low levels; Bourbon, spot, 12s. 9d. to 13s. 6d.; shipment, 12s. 3d., c.i.f. Algerian, spot, 13s. to 13s. 6d.; shipment, 12s. 6d. per lb., c.i.f.

LEMON.—Inquiry on this market for new crop hand-pressed Sicilian oil continues decidedly quiet. Offers from the source are mostly cheaper with well-known brands now quoted from 11s. 2d. to 11s. 9d. per lb., c.i.f., for bulk quantities. One or two shippers still indicate about 13s., c.i.f. California reports new crop cold-pressed oil should be available for shipment towards the end of March; no definite price is indicated. Californian, regular quality, distilled, in small drums, 6s. 4d. per lb., landed.

LEMONGRASS.—Shipment market is still neglected. Quoted at about 1s. 6¾d. per lb., c.i.f. Spot, 1s. 9d. to 1s. 10d. per lb., ex store.

OLIVE.—The chief shipment markets continue to report steadier conditions: spot, edible quality, drums, 6s. to 6s. 3d.; tins in cases, 8s. per lb., ex store.

ORANGE.—The position as regards new crop French Guinea oil continues firm. There are still no offers for shipment from the source and, at the moment, the only re-sale parcel on the market is one of half-a-ton, for which 3s. 9d., c.i.f., might be accepted. It has been suggested that the source is over-sold. On spot drums would be about 4s. per lb. and holders are not pressing for business. Californian, spot, one case, 4s. 6d.; two or more cases, 4s. 3½d.; small drums, 4s. 2d.; large drums, not quoted, per lb., landed.

PALMAROSA.—Shipment is about steady at 7s. 3d., c.i.f.; spot sellers from 8s. 3d. to 8s. 4½d. per lb., ex store.

PATCHOULI.—Business very quiet lately: Singapore, about 14s. 6d.; shipment, 13s. 6d. per lb., c.i.f. Seychelles, 11s. 6d.; shipment, about 10s. 9d. per lb., c.i.f.

PEPPERMINT.—The Japanese product is keeping steady with quiet sales continuing: spot, 4s. 7½d. to 4s. 9d., as to brand and seller. Japanese shippers are firm at 4s. 4½d. to 4s. 6d., c.i.f., for March-April-May. Market resellers of January-March at 4s. 4d. with business recorded at 4s. 3d., c.i.f. American natural oil, in drums, is still in slow call in London: shipment, about 2 dollars to 2 dollars 20 cents per lb., c.i.f., as to brand.

PETITGRAIN.—Steady on spot; slightly easier forward: spot, cases, 4s. 2d. to 4s. 3d.; shipment, 3s. 10d. per lb., c.i.f.

RAISIN SEED.—Spot supplies of Californian are quoted from 2s. 4d. to 2s. 6d. per lb., ex store, according to quantity.

ROSEMARY.—Not much business reported: genuine Spanish oil quoted from 3s. up to 3s. 7½d. per lb., as to quality and quantity.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, dearer at 20s. 6d. per lb. East Indian is steady at 17s. 6d. per lb., c.i.f., for bulk quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb., for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

Commercial Notes

U.S.A. CRUDE IODINE IMPORTS.—Imports of crude iodine from all sources during the past eight years were as follows:—

	Lb.	$		Lb.	$
1930 ...	493,587	1,797,754	1934 ...	1,481,123	2,134,979
1931 ...	278,713	998,079	1935 ...	375,819	420,793
1932 ...	631,669	2,225,661	1936 ...	592,217	558,236
1933 ...	1,411,687	2,936,489	1937 ...	1,967,148	1,784,491

BULGARIAN ROSE OIL.—The 1937 crop of flowers was 11,284,000 kilog., which compared with 8,166,000 in 1936. Production of rose oil in 1937 was 2,775 kilog. (2,223 kilog. in 1936). During 1937 the Agricultural and Co-operative Bank accounted for 66 per cent. of the total oil produced and 34 per cent. by private distillers, under the supervision of the Bank. In 1936 the Bank accounted for 78 per cent. of the total. The production of rose concrete in 1937 was 2,042 kilog., equal to about 300 kilog. of rose oil. The whole output of rose concrete for 1937 is reported to have been sold. Exports of rose oil in 1937 are estimated at 2,200 kilog. (1,864 kilog. in 1936 and 1,671 kilog. in 1935). Stocks in the hands of the Co-operative Bank are now reported to be down to 3,000 kilog.

ITALIAN BORAX EXPORTS.—Shipments of borax from Italy during the first 11 months of 1937 totalled 1,839 metric tons, as compared with 1,156 in the corresponding period of 1936. Boric acid exports also increased to 952 metric tons (646 in 1936). Exports of perborates show an increase to 270 metric tons from 98 tons. Production of boric acid and borax during 1934-36 was as follows:—

	1934	1935	1936
	Metric Tons	Metric Tons	Metric tons
Boric acid, crude	5,576	5,677	6,311
Boric acid, refined ...	1,249	1,131	1,168
Borax	3,640	3,700	3,849

DUTCH CASEIN EXPORTS.—Shipments since 1925 were as follows:—

Year	Metric tons, gross	Value, 1,000 guilders	Year	Metric tons, gross	Value, 1,000 guilders
1925	171	91	1931	92	29
1926	218	123	1932	98	22
1927	338	243	1933	174	59
1928	439	319	1934	722	233
1929	503	364	1935	447	101
1930	270	164	1936	729	206
			1937 (Jan.–Oct.)	1,283	554

CARNAUBA WAX EXPORTS.—Shipments from Brazil during the past five years were as follows:—

State	1932	1933	1934	1935	1936
	Kilog.	Kilog.	Kilog.	Kilog.	Kilog.
Ilha do Cajueiro ...	2,481,464	1,738,929	2,386,491	2,242,532	3,212,334
Amarracao	—	565,787	84,207	210,521	—
Camocim	342,554	420,972	366,676	435,749	515,321
Fortaleza	2,450,443	2,917,800	2,276,507	3,004,175	3,959,591
Areia Branca	—	11,537	236,927	135,186	406,744
Natal	41,767	81,712	54,875	104,559	225,225
Pernambuco	750,311	551,437	303,131	141,608	98,007
Bahia	262,344	205,593	270,194	232,391	254,440
Rio de Janeiro ...	37,159	263,535	84,699	36,800	80,463
Diverse	13,672	117,304	82,114	63,337	21,428
Total	6,379,714	6,874,606	6,145,821	6,606,858	8,773,553

CHINA GLYCERIN IMPORTS.—Imports of glycerin into China increased to 117,542 gold units in the first half of 1937 from 85,018 gold units in the corresponding period of 1936. Total glycerin imports in 1936 increased to 186,968 gold units from 3,912 in 1935. The chief sources were as follows:—

Country	1935	1936	January–June	
			1936	1937
	Gold units	Gold units	Gold units	Gold units
Belgium	—	10,126	10,126	3,926
France	9	14,692	12,576	13
Germany	84	10,956	—	—
Great Britain	2,215	54,099	19,311	58,425
Hong Kong	14	11,057	—	—
Japan	500	17,804	5,929	1,884
Netherlands	—	50,744	33,452	41,514
United States	310	2,963	316	1,442
Other countries	787	17,557	3,308	10,338

London Drug Stocks

Arrivals, deliveries and stocks in London at January 31, 1938, 1937 and 1936, were as follows:—

Article	Quantity	January		Stocks		
		Landed	Delivered	1938	1937	1936
Aloes	cwt.	—	4	62	455	110
Anise (Star)	cwt.	5	23	81	655	18
Camphor	packages	87	75	415	369	534
Cardamoms	cwt.	411	295	463	17	378
Cascara Sagrada	tons	19	22	113	97	58
Cochineal	bags	—	4	24	88	42
Calumba Root	bags	—	80	1,391	2	447
Cubebs	bags	10	10	9	9	15
Dragons Blood	cases	—	4	148	169	133
Galls (China and Japan)	cases	101	101	70	564	798
„ (Turkey and Persian)	bags	—	1	256	146	84
Gums:—						
Acacia (all descriptions)	packages	765	1,828	12,815	10,168	11,786
Ammoniacum	packages	—	—	62	27	28
Animi	packages	—	198	263	447	426
Asafœtida	cwt.	11	29	432	415	416
Benzoin	cwt.	44	47	649	912	845
Copal	packages	5,310	3,304	13,915	16,508	408
Dammar	packages	2,069	2,175	7,056	5,621	5,672
Gamboge	cwt.	7	10	24	52	36
Guaiacum	cwt.	—	1	32	93	145
Kowrie	tons (net)	40	38	271	133	299
Mastic	packages	74	75	55	64	5
Myrrh, East India ...	packages	—	3	16	24	125
Olibanum	packages	24	6	254	233	278
Sandarac	packages	76	65	380	119	178
Tragacanth	packages	1,238	377	4,660	1,981	4,572
Ipecacuanha (Matto Grosso)	cwt.	9	10	166	107	} 151
„ (other sorts)	cwt.	16	25	57	133	
Nux Vomica	cwt.	243	203	298	72	476
Rhubarb and Rhapontica	cwt.	253	171	578	108	180
Sarsaparilla	cwt.	16	20	271	334	356
Senna	bales	207	294	2,147	3,306	4,245
Shellac, orange	cases	9,542	10,447	130,393	123,663	156,620
Turmeric (Bengal) ...	tons	—	3	9	30	16
„ (Madras, Cochin, etc.)	tons	20	11	81	112	77
Waxes, Bees'	packages	1,053	902	3,876	1,888	2,399
„ Japanese	packages	71	136	331	434	193

WORLD MINERAL INDUSTRIES—No. 8

Graphite

THE following table is given in a Statistical Summary of production and exports published by the Imperial Institute, London:—

Producing Country	1934	1935	1936
BRITISH EMPIRE	tons	tons	tons
Union of South Africa ...	62	65	58
Canada (sales)	1,355	1,591	(b)
Ceylon (exports)	11,569	13,908	13,515
India	337	557	388
Australia	5	44	23
FOREIGN COUNTRIES			
Austria (crude)	17,858	19,182	21,367
Czechoslovakia	3,448	1,840	2,880
Germany (crude)	17,258	21,321	23,906
Italy	3,846	5,072	5,118
Norway	2,245	2,305	2,338
Sweden	—	68	62
U.S.S.R. (Russia)	45,000	82,400	(a)
Madagascar	8,343	9,621	7,280
Morocco (French)	—	—	400
Mexico	3,827	6,866	10,092
Japan	954	1,182	1,551
Korea:—			
Flake	2,394	} 43,992	(c) 39,167
Other	28,406		

NOTE.—Graphite is also produced in the United States. (a) Information not available. (b) Recorded by value only (£17,859). (c) Exports.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

The Late Peter Boa—An Appreciation

SIR,—I originally made Peter Boa's acquaintance vicariously through the pages of the pharmaceutical Press, in which his eminently serviceable contributions to official practical pharmacy appeared. My first living contact with him was as his fellow-member on the Executive of the North British Branch of the Pharmaceutical Society, of which he was a past-chairman. A man of solid rather than of showy parts, Peter Boa made his notable impression on pharmacy, alike as a proficient and exemplary practitioner of its art and business and a public-spirited servant of its professional interests and objects. It had been his good fortune to cultivate his native talents and aptitudes under the inspiration and guidance of an apprentice-master who had a genius for bringing out all that was best in his pupils, a training which was developed and matured by a widely varied and fruitful experience in Glasgow, London and Belfast, in first-class pharmacies, the garnered sheaves of which were turned to creditably professional and practical account in his own career as a master pharmacist. From first to last Boa was the pharmacist *pur sang*, and therefore apt to be more concerned with the prestige than the profits of business. He had his reward in the respect and confidence of his professional confrères and the public which he so capably and conscientiously served. The same sound qualities were carried into and applied to his pharmaceutical public work alike as an examiner and an elected representative of the members of the Society resident in Scotland. The record of his services this capacity are given elsewhere and speak for themselves. Mr. Boa's robust physique, with its *aura* of the open air and the free life, which he loved so dearly, were reflected in his mind, with its sanguine and yet sane outlook on the world. For him the practice of pharmacy was alike a pride and a pleasure, which not impoverishes but enriches the *joie de vivre*, and the Comic Muse had liberally dowered him with that keen sense of pawky humour, which is perhaps the most precious of all the gifts of the gods. He was, indeed, of a type and a pattern the like of which we shall not look upon again.

Yours faithfully,
J. P. GILMOUR.

Highgate, London, N.6.

Pharmaceutical Machinery for the Pharmacist

SIR,—Further to the letter in the *C. & D.*, February 12, p. 199), re "Pharmaceutical Machinery for the Pharmacist." It does seem strange that no firm specialises on the production of machinery suitable to the requirements of the average pharmacy. I have been looking for a power-driven ointment milling machine, capacity about 7 to 14 lb. base. No firm seems to have ever been asked for such a machine before, and the few quotations for a unit to be made are at prohibitive prices. I think if the machinery was there to be bought, the pharmacist would go all out to be well equipped—ointment mill and mixer, tube filling and closing apparatus, etc.

Yours faithfully,
EDWARD S. MITCHELL.

Leeds.

SIR,—In reply to the query of Mr. L. Stocks, whether a power unit would be commercially possible in the pharmacy (*C. & D.*, February 12, p. 199), I think this would have to be considered in the terms of quantities made, staff and time. It is to be regretted that the making of galenical preparations has passed from the pharmacy to the manufacturing house, but the modern conditions of the chemist's trade has brought about the necessity of concentrating one's energies on dispensing Insurance prescriptions and making counter sales, so that it is rarely economical to make preparations on the small scale required in the pharmacy—small that is by comparison with the quantities which can be manufactured in a wholesale house. Probably the most frequently prescribed ointment is ung. methyl. sal., and 2 lb. of this would last some time, but if a chemist prefers to make it himself, this can be done quite readily in an ointment pan. Ung. sedativ. is in favour with some doctors, but as it is prescribed usually in 1 oz. quantities, a pound will go a long way. Zinc and boric ointments are not prescribed so frequently now, and the small tins can be bought at such rates that it does not pay to fill them by hand, so there is no need for a large stock. Emuls. petrolei c. agar is the emulsion mostly ordered on panel scripts, half a gallon of this is sufficient stock, and I do not think it pays to start making a preparation of this kind except in large batches, without counting the cleaning up of oily utensils. Emuls. ol. morrh. seems to have gone out of fashion. So that I think there would be little use for a homogenisor dealing with one gallon per hour. The only mixed powder worth considering is pulv. bismuth co., and 4 lb. or so of this can be made in a mortar and kept ready for dispensing. Speaking generally, a plant of any kind requires to be worked fairly well up to capacity to earn its keep, and I do not think that such a unit as the one described would pay for the cost of its installation and upkeep in the ordinary chemist's shop, because the quantities of the preparations required would only be sufficient to keep it working for an hour or two occasionally and the rest of the time it would be standing idle.—Yours faithfully,

ELECTROLITE.

Suggestions for a Code of Ethics

SIR,—At the Liverpool Conference the Tees-side Branch Pharmaceutical Society was asked to formulate "A code of ethics for pharmacists" for submission to the Edinburgh Conference. The committee of this Branch, who are meeting regularly to deal with this matter, would like further to remind branch secretaries and members that they shall be glad to have their co-operation, by way of suggestions, etc., as this code has to be forwarded to the Society some months before the Conference, suggestions sent as early as possible would be welcomed.—Yours faithfully,

R. MACDONALD MURRAY,
Hon. Secretary.

Middlesbrough.

International Pharmacopœia Commission

SIR,—Friends of Dr. Hampshire will join heartily in congratulating him on the new honour conferred (*C. & D.*, February 12, p. 173): it is a tribute to British pharmacy. Another name appears in the list which will give pleasure to those of us who know him—that of Dr. Fullerton Cook, chairman of the U.S.P. Revision Committee. Dr. Cook played an important part in giving evidence that led to the formation of our present system of B.P. Commission. He had been doing some research work on the Continent and was passing through London in early 1927. Though I did not meet him at the Council lunch of that year in March, I later met him in Philadelphia, at Toronto, and again last September. From the point of view of pharmacopœia production no one can do better than get the best men, and that has been done for the International Commission. Making known to the medical profession the pharmacopœia of one's own country is by no means an easy task, but when knowledge is wanted in this direction, there is no better man than Dr. Fullerton Cook to supply it. I tried to persuade him and Mrs. Cook to come to our Conference in Edinburgh this year; may this new honour be an added reason.—Yours faithfully,

HERBERT SKINNER.

London, N.7.

World-wide Influence

SIR,—To my mind the strongest and most fascinating attraction of THE CHEMIST AND DRUGGIST is the fact of its undoubted world-wide business influence. This is particularly evident in looking through the contents of your issue dated February 12. Following six pages of what I might call "parochial" news, one comes suddenly to a page detailing interesting items from parts of the world as diverse as Australia and Italy, East Africa and Germany. It will be welcome news to many of his Bloomsbury Square contemporaries to

now that Mr. Horace Finnemore is coming home on a visit after ten years in Australia. Mr. Finnemore's name is still well known in pharmaceutical circles here, and as he was a leading light at Conference meetings, no doubt he will be renewing old friendships in Edinburgh. Then the note regarding the control of chain stores in Germany will prove probably more interesting to the majority of pharmacists than the details concerning the new French Codex. Again the note on the annual general meeting of the Associated Pharmaceutical Societies of South Africa will no doubt raise the question of some official attendance (to represent pharmacy in the Mother Country) at Johannesburg in April next. Is there no official or Councillor in need of a health holiday cruise? The world interest is strengthened by a page later on dealing with the Imperial Institute report, and one cannot help thinking that we in this country do not take full advantage of our overseas opportunities for business development. Are the possibilities of the Seychelles, for instance, being properly exploited for cinnamon bark and oil and for ylang-ylang oils? The reports from Kenya indicate that with careful cultivation and a little Government backing something useful might be done with the production of an artemisia which might make us less dependent on foreign sources for santonin. In view of the trouble in Japan, it would surely be wise to encourage the planter in Tanganyika who is growing pyrethrum flowers to persist in his efforts and, if necessary, to subsidise him in order to ensure the future supply of this valuable insecticide within the Empire. These are only a few typical examples of the commercial good that could be attained by friendly pressure on the part of one or other of our official bodies on the appropriate Government department. The officials in Whitehall do not realise the potentialities, and the officials in Bloomsbury do not seem to feel it their duty to inform them. Is it not possible for the manufacturers and wholesalers to do something? One cannot leave this world review without mention of the beautifully illustrated display of typical perfumery windows in the United States.

Yours faithfully,
WANDERER (16/2).

Control of Drug Sales

SIR,—The resolution of a committee of the Glasgow Corporation regarding the sale of drugs by unqualified traders has now been brought to the notice of the Council of the Pharmaceutical Society (*C. & D.*, February 5, p. 161), but we are not told what their views were on the matter, or whether they considered it necessary to take any action about it. If all drugs which are purely medicinal in character, and were not also used commonly for domestic purposes, were sold only by registered pharmacists, there would be no need for further powers, as they would be fully controlled by the existing laws and by the Pharmaceutical Society through their inspectors. And one might ask, if a local authority could obtain such powers, how far would they overrule or interfere with the statutory functions of the Society.—Yours faithfully,
AUTHORISED SELLER (7/2).

Pharmaceutical Society's Examinations

SIR,—I thoroughly endorse the opinions of "Retailer-Parent" in your issue of January 22 (p. 107). There is something wrong with the standards set up by the examiners for the Preliminary Scientific examination especially in the new subject of biology. The case for the inclusion of this subject was a very weak one, but having added it to the syllabus is there any need to make the standard so unreasonably high that few candidates, after twelve months' serious study at approved schools, can satisfy the examiners? Many pharmacists would like to know why there is such a discrepancy between London and Edinburgh in the percentage of passes for this examination. The figures for the past year are certainly surprising. The educational standard of Scottish candidates cannot differ so greatly from that of English candidates. Zoology and botany are subjects of little or no importance in present-day business, and the standards set up for these subjects for a preliminary examination should not be so high. Is the Society determined to drive students away from or out of our business? If so, why? I know of a number of cases of real hardship caused by the unreasonable severity of the tests in some of the subjects in this "preliminary" to our business.—I am, sir,

Yours truly,
PHARMACIST-PARENT (4/2).

Juveniles and the Drug Fund

SIR,—I see it was stated at the Conference of Representatives of Pharmaceutical Committees (*C. & D.*, February 5, p. 154) that with the inclusion of juveniles in the N.H.I. scheme it was estimated that extra demands on the drug fund would total no more than half the revenue thus provided. But in the report from Blackburn (p. 146) it is stated that the town had the highest number of prescriptions and the highest total cost per insured person, also the highest cost per prescription in that area, one reason supposed being the high proportion of female labour. Now out of the juveniles insured there must be a number of girls, probably the greater number, and these at the most critical age; if the result of their insurance follows on the lines of the experience at Blackburn, then the optimistic expectations may not be realised.—Yours faithfully,
PESSIMIST (5/2).

Training of Apprentices

SIR,—The problem of apprenticeship, as "Xrayser" points out (p. 178) is not, by any means a simple one, and I think that a great difficulty of the next few years will be to find pharmacies wherein the apprentice can obtain the necessary training "under conditions that shall have been approved by the Council for the purpose." The fact of the matter is, and chemists should face up to it, that there are few pharmacies to-day where "conditions" can be regarded as suitable. In many cases where they are, pharmacists will not be bothered by training pupils; there still remain here and there born teachers, who, in addition, are willing to give the time and take the necessary trouble to do this work. It is not generally realised that the average young person who gets through the Qualifying examination, has, very often, little dispensing experience. If he had, wholesale houses would not be called up to decipher and compound difficult scripts as is now so often the case. It may be, of course, that the pharmacist who sends them up may have no time for the work; it is far more likely, I think, that he does not do it because he cannot. It sounds almost incredible, but wholesale houses are asked to make up such simple solutions as 1 in 20 phenol, and then the customer may grumble if a small charge is made for "overheads," arguing that 1 oz. phenol and a pint of distilled water cost very little and it takes only a few minutes to do the work. Books of reference are not always available; the other day the writer was rung up by a master pharmacist with the request that he should give him some information from the current B.P.C. as he did not possess a copy. I contend that such examples point to poor training in the apprentice days, and as suitable training places become fewer, presumably, the wholesaler will get more and more of the work to do. So long as he is paid adequately for doing it he will not complain, but it is a poor look-out for the future of the craft.—Yours faithfully,
MANUFACTURER (14/2).

Points from Letters

Profit on Insurance Dispensing

Discussing the Pharmaceutical Committees' Conference, you remark in your article headed "Chemists to Wait and See" (*C. & D.*, February 5, p. 159) that much is made in certain directions of the fact that some chemists find panel dispensing acceptable from the financial point of view. Those who consider panel dispensing a profitable transaction do not know exactly how they stand financially with regard to it, and what is worse they will not trouble to find out. If they would try to dissect the Insurance figures from the other returns of the business, and calculate the percentage of net profit, they would not be so complacent about it.—*H. S. Lavery* (6/2).

Solus or General Display

The two things which strike one in the illustrations of windows from "American Perfumery Displays" (*C. & D.*, February 12, p. 193) are the elaborate use of flowers for decoration and the relatively few bottles of the perfumes used in the displays. The use of a complete window for a solus display of one line, such as a special perfume, may succeed in drawing the attention of passers-by to the show, but I doubt whether a chemist would turn over sufficient stock of one speciality to recompense him for the sales he might have made from a good general display.—*H.C.* (12/2).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

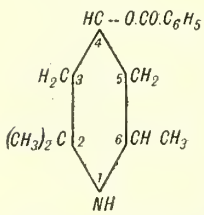
J. B. C. (4/2).—VETERINARY PROPRIETARY.—We do not undertake to give alleged formulas for proprietary preparations, but if you will give us some indication of the complaint you wish to treat, we may be able to assist you by suggesting a suitable remedy.

P. J. P. (7/2).—SKIN ERUPTIONS ON DOG.—The lotion has an oily base in which is suspended a fine powder, probably sulphur. We suggest the following as a suitable formula:—

Precipitated sulphur	gr. 180
Olive oil	oz. 1
Liq. picis. carb.	♏ 30
Rosemary oil	♏ 2

Sieve the sulphur finely, triturate with the liq. picis carb. and rosemary oil, and then add the olive oil with constant stirring.

C. L.—(24/1).—SOLVELLÆ BORACIS ET BENZAMINE CO.—These naso-pharyngeal tablets are exempt from poisons law because benzamine is not included in the Poisons List (and hence is marked *Not Listed* in the *C. & D.* Poisons Guide (p. 3)). We are aware that this substance has been regarded as an amino-alcohol anæsthetic and hence as a First Schedule poison, but there can be no justification for such view, as benzamine is prepared by benzoylating the sodium derivative of vinyl-diacetonalkamine, which latter is not an amino-alcohol or a derivative therefrom. Chemically benzamine is a piperidine derivative, as shown herewith



4-benzoyloxy-2:2:6 trimethyl piperidine

M. J. B. (16/1).—WORMS IN DOGS.—The formula you mention was published in the *C. & D.*, 1935, I, 442, and is for adult dogs, the dose being from ½-dr. to 2 drachms in an equal amount of castor oil. Santonin is not usually given to puppies under eight weeks old, but is given either once or, in smaller doses, every morning for three or four mornings, followed finally by some aperient like castor oil. For puppies under eight weeks chenopodium oil is given, and is said to be safer. The oil is mixed with ol. olivæ and ol. ricini in the proportion of twenty minims to one ounce of the mixed olive and castor oils, giving to full-sized puppy of six weeks half a drachm, seven weeks old one drachm, and eight weeks old one drachm, repeated in one hour if necessary. See also *C. & D.*, 1937, I, 238.

B. D. C. and *M. J.* (14/2).—SUNDAY TRADING.—As your premises are neither registered under the Pharmacy and Poisons Act, 1933, nor are you under contract with an insurance committee, you are not entitled to open your shop for the serving of customers on Sunday. Neither the indentured apprenticeship nor being on the list of the local authority for the sale of certain poisons has any bearing on the matter.

G. M. R. (5/2).—CREAM OF TARTAR.—Though we endeavour to help our subscribers in every way possible connected with their business, we do not undertake commercial analyses. Your sample should be submitted to an analyst, and we can, if you wish it, suggest a suitable person.

A. C. W. (7/2).—CRACKED HEELS IN HORSES.—The following is taken from "Veterinary Counter Practice" (*C. & D.* Office, price 10s.). In slight cases of cracked heels mild remedies are best, such as either of the following:—

I		II	
Liq. plumbi subacet. fort.	ʒj.	Liq. plumbi subacet. fort.	ʒj.
Ol. olivæ .. .. ad	℥xx.	Glycerini	ʒj.
		Aq. .. .. .. ad	℥xx.

If the heel has already become encrusted with dry matter, the liniment softents it, and enables the animal to work with less likelihood of aggravating the affection; but the glycerin preparation will allay inflammation better, even if the heel be very red and tender and not actually discharging matter. In very bad cases, rest, poultices and fever medicines become necessary. The poultices (equal parts of sem. lini. cont. and bran are to be preferred) should contain a little liquor picis. carb. or carbolic acid 1 to glycerin 20 parts.

D. M. (15/2).—EMPHYSEMA.—This is a term used to describe the condition of abnormal dilation of the air spaces of the lungs, resulting in loss of elasticity of lung tissue, and a gradual destruction of the blood vessels in the walls of the air spaces. Several varieties of emphysema are met with, and in most cases the condition is associated with bronchitis. Chronic alcoholism, muscular exertion and chest wounds are also causes. The chief symptoms are shortness of breath and a bluish tint of the skin. Emphysema tends to be progressive: chronic bronchitis, asthma, pulmonary tuberculosis and other conditions are likely to occur as complicating factors.

H. B. (31/1).—LABEL FOR PROPRIETARY.—As the label is solely for a veterinary preparation, it would not render the preparation liable to medicine-stamp duty. Consequently, there would be no point in declaring the formula or stating that no proprietary rights are claimed in its manufacture. There is no objection to the use of the word "brand."

J. B. T. (15/2).—LIQUOR MAGNESII CITRATIS.—The following is the formula for liq. mag. cit. U.S.P. XI:—

Magnesium carbonate	15 gm.
Citric acid	33 gm.
Syrup	60 cc.
Purified talc	5 gm.
Oil of lemon	0.1 cc.
Potassium bicarbonate	2.5 gm.
Distilled water to	350 cc.

Dissolve the citric acid in 150 cc. of hot distilled water in a suitable dish, and, having added the magnesium carbonate, previously mixed with 100 cc. of distilled water, stir until it is dissolved. Then add the syrup, heat the mixed liquids to the boiling point, immediately add the oil of lemon, previously triturated with the purified talc, and filter the mixture, while hot, into a strong bottle (previously rinsed with boiling distilled water) of suitable capacity. Add enough boiled distilled water to make the product measure 350 cc. Stopper the bottle with purified cotton, allow to cool, drop in the potassium bicarbonate and immediately stopper the bottle securely. Lastly, shake the solution occasionally until the potassium bicarbonate is dissolved. Keep the bottle on its side in a cool place, preferably in a refrigerator.

Stability is improved by adjusting the quantity of magnesium carbonate for each 350 cc. of solution so that it corresponds to 6.0 gm. of MgO and by sterilising the solution after it has been bottled.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," February 18, 1888

The Pharmacy Bills of 1888

The Earl of Milltown and his pair of Pharmacy Act Amendment Bills do not form a group calculated to thrill the critic with respect for the methods of procedure adopted by the British legislature. . . . The English Bill, which, as we have frequently shown, is the outcome of a vast mass of pharmaceutical discussion, harangues, pamphlets, and committees, excites a curiously small amount of interest among chemists and druggists themselves. There are probably less than one per cent. of British pharmacists who would contribute sixpence towards passing it or rejecting it. The almost unanimous feeling in regard to it is one of astonishment that the Pharmaceutical Council, which claims to represent the trade, should be so eager in respect of a subject which is regarded with such general indifference, and so apathetic on other subjects which their constituents generally consider of vital interest. . . . Lord Milltown's Irish charge is a horse of another colour altogether. We have published so much correspondence and discussion concerning this Bill that we need not detail its principal objects here . . . This Bill is sure of a powerful opposition from the druggists, and from a majority of the pharmaceutical chemists also when it gets beyond the protection of its noble sponsor.

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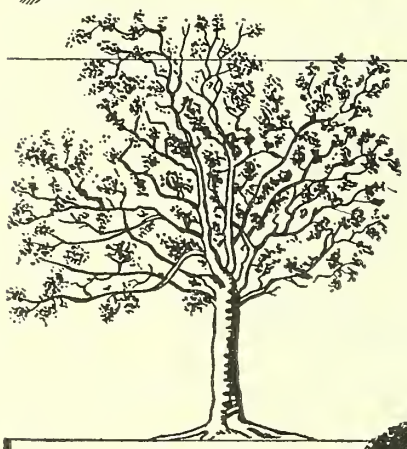

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BRANCH OF TURNER AND NEWALL LIMITED
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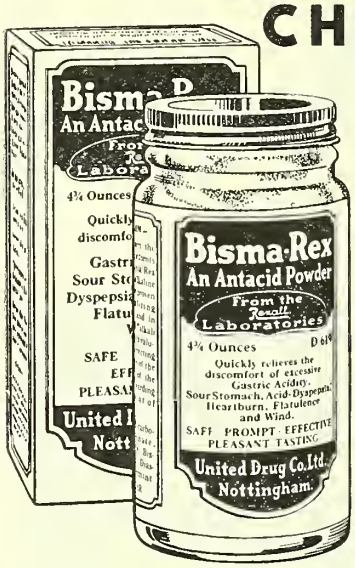
'Phone: Low Fell 76035 'Grams: Chemical, "Washington Station"

50% of those who enter a pharmacy are suffering from one—or both—of two common ailments!

INDIGESTION & CONSTIPATION

Rexall CHEMISTS



have two unique and successful Remedies to offer their Customers to relieve this extremely unpleasant—and highly unnecessary—suffering

BISMA-REX

The famous **REXALL** *Stomach Powder*

Price **2/-** per bottle

REXALL ORDERLIES

The thorough but gentle Laxative Tablets

Price **1/3** per box

Enquiries from districts not covered by a Rexall Agency will receive every attention.

UNITED DRUG COMPANY LTD., NOTTINGHAM

C.F.H.

REVISED PRICES OF ETHER SOLUBLE TAR PASTE

E.S.T.P. Martindale

•

Effective as from the 1st FEBRUARY, 1938

•

2 oz. pots	-	3/-
4 oz. pots	-	5/-
8 oz. pots	-	8/6

•

Prices for dispensing packings remain as formerly

WIGMORE ST. · LONDON W.1

W. Martindale

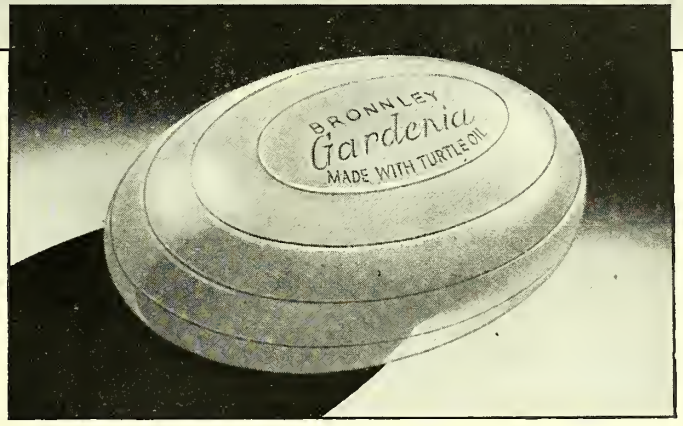
SAVORY & MOORE LTD

'Phone: WELBECK 0171

'GRAMS: MARTINDALE, CHEMIST, LONDON

Bronnley 1·2·3 BATH SOAP

made with Turtle oil



Wrapped and coloured in pastel shades and assorted in the following fine BRONNLEY Perfumes :—

GARDENIA	ENGLISH FERN	HONEYSUCKLE
VERBENA	LAVENDER	SANTAL

86/- gross tablets. **1/-** tablet retail. In boxes of 6.

Also

BRONNLEY 123 TOILET SOAP **43/-** gross. **6d.** per tablet retail.

BRONNLEY'S REGULARLY ADVERTISED LINES

BATH SOAP BRONNLEY GARDENIA ESS VIOTTO

H BRONNLEY & CO., LTD., ACTON VALE, LONDON, W.3

samples

are now being sent to every member of the medical profession of

Simpkins

HALIBUT
LIVER OIL
HEXAGONS

That means more doctors than ever will prescribe these delicious orange-flavoured confections. Each Hexagon contains Halibut Liver Oil—supplied by the Crookes Laboratories—yielding 1,000 International units Vitamin A and 40 International units Vitamin D.

Are you ready to meet all demands with a good stock of these health-giving summer-sunshine confections.

A. L. SIMPKIN & CO. LTD. (Dept. "C.D."), Barley Sugar Works, Sheffield, 6

Tablets and Pills *Packed or Bulk*

ASPIRIN
CASCARA
and all
TABLETS and PILLS

Latest Automatic Pill Plant producing over 300,000 3-grain pills a day.

Private formulae Pills and Tablets carefully and accurately prepared at lowest possible prices.

Enquiries from Packers, Shippers & Trade

CASTLE HUSKISSON Ltd.

MANUFACTURING CHEMISTS

Swinton Works, Moon St., Islington, London, N.1

Telephone: Clerkenwell 4266

ESTABLISHED 1768

Rivista Italiana delle Essenze, dei Profumi e delle Piante officinali

NINETEENTH YEAR OF PUBLICATION

OFFICIAL ORGAN OF THE FENACHIMICI

Director: - - - - Dr. EMMA FENAROLI
Editorial Offices: - VIA S. VINCENZO N.38 MILAN
Telephone: 31 216-C.P.850

Producers of Aromatic Substances for Perfumery—Manufacturers of Articles used in the Perfumery Trade—This is the Periodical in which to Advertise effectively in Italy.

MAKE USE OF ITS ADVANTAGES

SAMPLE COPY AND TARIFF ON REQUEST

AMMOKET

ELIXIR OF AMMONIUM MANDELATE

NEOKET

COMPOUND MANDELIC ACID GRANULES

MANDELIC ACID PREPARATIONS which have given excellent results in the treatment of urinary infections, sterile urine usually being obtained in 8—10 days. Literature (for the information of the medical profession) may be had on application.

AMMOKET and **NEOKET** are available on trade terms through your usual wholesaler or direct from:

THE WHOLESALE AND EXPORT DEPARTMENT

BOOTS PURE DRUG CO. LTD.
NOTTINGHAM ENGLAND

Telephone: NOTTINGHAM 45501 ● *Telegrams:* DRUG, NOTTINGHAM

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

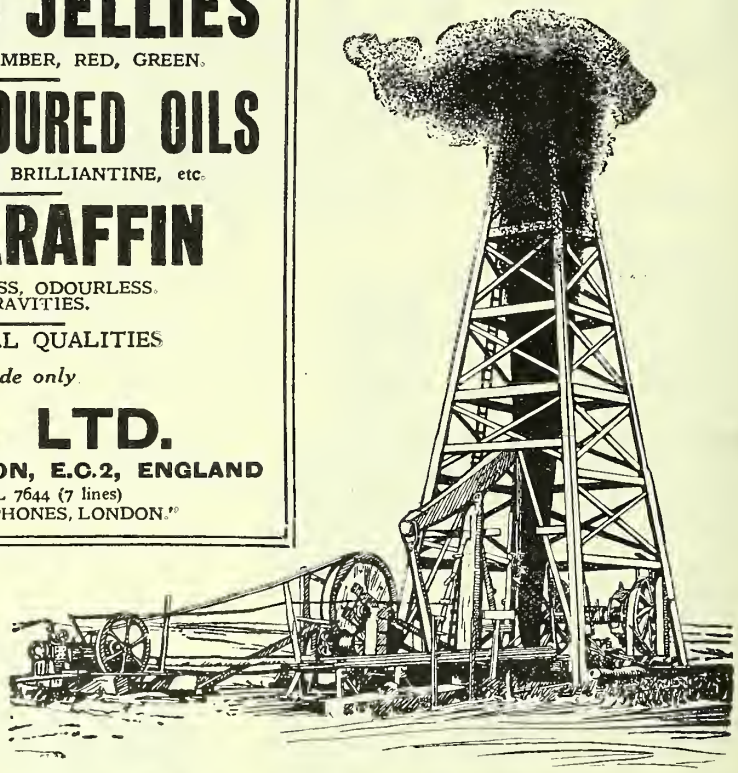
B.P. AND TECHNICAL QUALITIES

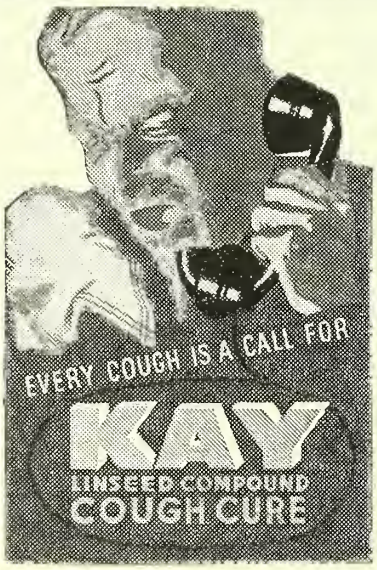
Wholesale Trade only

STERNS LTD.

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND

Telephone NATIONAL 7644 (7 lines)
Telegrams: CENTUMVIR, PHONES, LONDON.





Keen buyers buy in 20/- or 50/- lots

Available through your Wholesaler

or write Makers: KAY BROTHERS LTD.
Kayborough, Reddish, STOCKPORT

BUY YOUR

PILLS TABLETS CAPSULES

FROM

SPECIALISTS

PACKED & IN BULK

WRITE FOR COPY OF OUR LIST

HOWARD LLOYD & CO. LTD

LEICESTER

ANDREWS 1938 Bonus Scheme!

ONE DOZEN TINS FREE

with every gross ordered

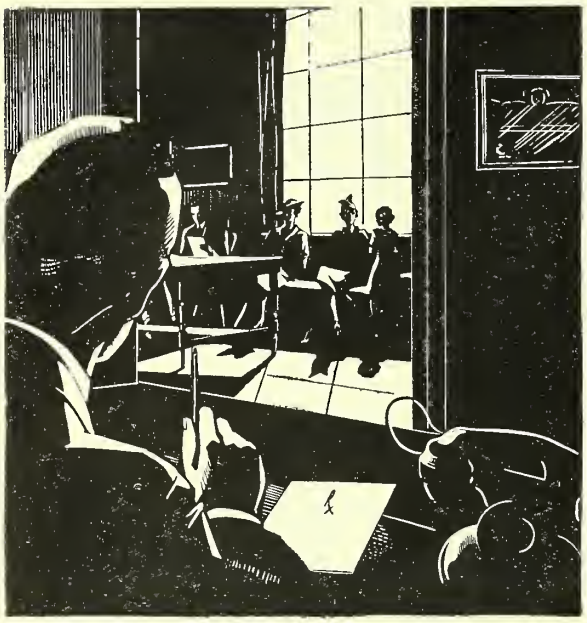
(This offer ends on March 31st)

Write NOW to your wholesaler or to the address below for full details.

ANDREWS SALES are SOARING!

We are reaching your customers; we are building sales for you. This is being done in a bigger way than ever before, with frequent advertisements in every national and leading provincial newspaper, the foremost magazines and periodicals, broadcasting from Radio Luxembourg three times every week, and the biggest poster campaign in our history. So stock up now and get the Special Spring Bonus at the same time!

SCOTT & TURNER LTD.,
Andrews House, Newcastle-upon-Tyne, 2



YOUR BEST CUSTOMERS

Your best customers are doctors' patients. When a Wyeth Representative makes a professional call, he also makes a potential sale. Through his efforts, doctors' patients are directed to your pharmacy. Co-operate with the Wyeth representative in your neighbourhood. He is your best salesman. The next time a Wyeth representative comes to your pharmacy, ask him to explain his detailing activities with the Medical Profession. He will also explain current special offers on our products. . . . . John Wyeth & Brother Ltd., 25 Oldhill Place, London, N.16.

Wyeth

Brimstone and Treacle Candy

Seasonable & Popular

Your customers are looking for blood purifiers just now. Here is the finest of them, put up in a most attractive and saleable form. Brimstone and Treacle have no equal in popularity. Everyone knows their value. Display and sell Lightbowns Brimstone and Treacle Candy. It is attractively boxed and made from the purest ingredients by candy specialists

6-lb. Trial Box 4/-

Carr. paid. Cash with order

Send your order NOW. Every week from now on will be a source of extra profit. We send smart counter cards with every order

A "GRIPS" PRODUCT

MADE BY

LIGHTBOWNS

J. W. LIGHTBOWN & SONS, LIMITED
Manchester Road, Accrington

'DETTOL'

and the doctors

In large hospitals and in private practice the use of 'Dettol' is ever increasing. This approval by doctors is based on the high germicidal efficiency and great convenience of 'Dettol.' Its efficiency is maintained in the presence of blood and other organic matter. 'Dettol' can be used without discomfort, staining or danger at far greater strengths than carbolic or cresylic antiseptics.

'Dettol' is a clean, clear, non-poisonous fluid with a distinctly pleasant odour.

'Dettol' is packed in attractive bottles. It sells at a reasonable price. 4 oz. size 1/-, 8 oz. size 1/9, 16 oz. size 3/-. Larger sizes for medical and hospital use.

'DETTOL'
TRADE MARK
THE MODERN ANTISEPTIC

RECKITT AND SONS, LTD. (PHARMACEUTICAL DEPT.) HULL.
LONDON: 40, BEDFORD SQUARE, W.C.1

A GENEROUS BONUS

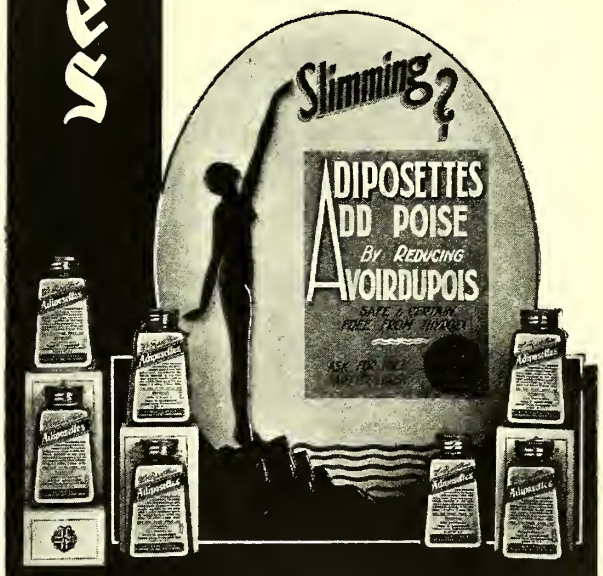
FOR WINDOW DISPLAY

Adiposettes

—and increased discounts generally, are now offered on Adiposettes — The Safe and Harmless Slimming Treatment —entirely free from Thyroid Extract.

Adiposettes are extensively prescribed by the Medical Profession, are entirely harmless and contain only pure vegetable substances.

Write today for full details of this profit earning offer.



SOLE DISTRIBUTORS
FRANCIS RIDDELL LTD.
AXTELL HOUSE
WARWICK ST. REGENT ST. LONDON. W.I.

Are YOU getting the benefit

of the growing demand for

PHOSFERINE?

OUR candid campaign—surely a good description of our current national advertising—has more than fulfilled expectations. Increased orders and new customers are proving the growth (and the justification) of public confidence in the Greatest of All Tonics. At any time—but especially if the Phosferine Colour Film is being shown in your district—make the most of the demand by showing Phosferine prominently in your windows.

PHOSFERINE

BRAND TONIC

The Greatest of all Tonics

The PHOSFERINE "NERVE" FILM

is showing at these theatres week commencing February 21st

BATH, Bath News Theatre.
BEESTON, Palladium, High Road.
BURTON-ON-TRENT, Ritz Theatre, Guild Street.
CANNOCK, Picture House, Walsall Road.
CARDIFF, Central Cinema (Last 3 days), The Hayes.
DEAL, Regent Cinema.
LONG EATON, Empire Theatre, High Street.
NEWCASTLE-UNDER-LYME, Regal Theatre, High Street.
NORTHAMPTON, Regal Cinema, Grove Road.
PONTYPOOL, Park Cinema, High Street.
SHEFFIELD, Electra Palace, Fitzalan Square.
STAFFORD, Sandonia Theatre.
STOCKPORT, Palladium, Princes Street.
SUTTON COLDFIELD, Empress Theatre, The Parade.
SWANSEA, Elysium Theatre, High Street.
SWINDON, Empire Theatre, High Street.

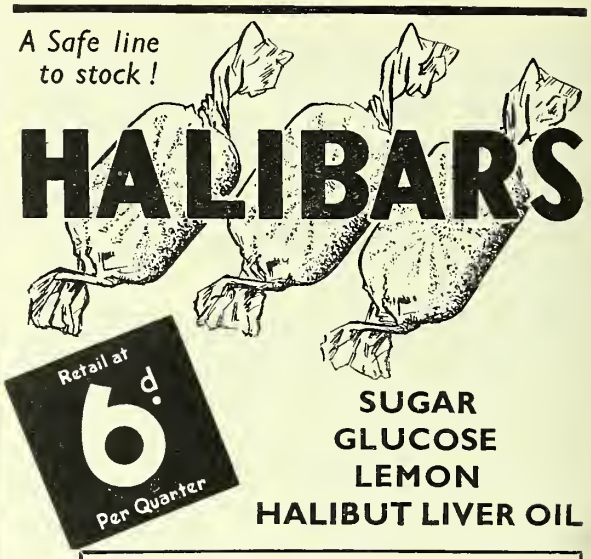
LIQUID and TABLETS 1/3, 3/- and 5/-
Carriage Paid Monthly A/c

Window display terms in United Kingdom on application to

PHOSFERINE (ASHTON & PARSONS) LTD.
La Belle Sauvage, Ludgate Hill, LONDON, E.C.4.

A Safe line to stock!

HALIBARS



SUGAR
GLUCOSE
LEMON
HALIBUT LIVER OIL

GUARANTEE. *We guarantee the purity of every Halibar we make. Only the FINEST QUALITY HALIBUT Liver Oil is used and every fresh consignment is tested for purity and vitamin content before use. PURE (not synthetic) lemon juice, sugar and glucose only are ever used in Halibars.*
J. BOTTOMLEY & SONS LTD., Keighley, Yorks

J. BOTTOMLEY & SONS LTD.
VICTORIA PARK WORKS, KEIGHLEY

THE NEW

"NIGHTCAP" DRINK

BRINGS

PERFECT SLEEP

MASONA is a purely Herbal preparation
Packed in artistic style Retails at 1/- per bottle

APPLY FOR TERMS TO

NEWBALL & MASON Ltd., NOTTINGHAM

DO-DO PRICES NOT INCREASED

Why the prices of
DO-DO (Brand) ASTHMA TABLETS
have NOT been advanced

EVERY chemist knows what has happened with Ephedrine, and that every tablet containing Ephedrine, has gone up in price—some to a very high figure. He also must know that our original moderate margin on Do-Do has been very considerably reduced—bearing in mind the prices at which Do-Do tablets sell and the high Ephedrine content in Do-Do tablets.

DO-DO PRICES HAVE BEEN KEPT DOWN BY CONTINUOUSLY INCREASED SALES!

As the chemist knows this has been and is being achieved by

★ **THE UNALTERED QUALITY OF THE PRODUCT**

No other single asthma tablet gives anything approaching the results of a single Do-Do tablet.

★ **CONSISTENT AND TRUTHFUL ADVERTISING**

★ **THE GOODWILL OF OUR "CHEMISTS FRIENDS"**

This advertisement has been designed to encourage our "Friends" to support the good cause of increased profits to the chemist, while at the same time enabling Asthma sufferers to get the BEST POSSIBLE RELIEF at the LOWEST POSSIBLE COST.

ALL ORDERS FOR DO-DO ARE FILLED SAME DAY AS RECEIVED

PA
TA

DO-DO TABLETS FOR THE MILLION—
THE MILLIONAIRE CANNOT BUY BETTER

INTERNATIONAL LABORATORIES Ltd.
30-42 SMEDLEY STREET, LONDON, S.W.8

Dog lovers provide another market for BRAND'S ESSENCE

Every dog owner in your neighbourhood is a potential buyer of **BRAND'S ESSENCE**

You can build up quite a good additional turnover in Brand's Essence by recommending it for various weaknesses and ailments from which dogs suffer. Vets recommend it—

When a dog is listless and off his food
As a stimulant in distemper
For dogs' colds and chills
When a bitch has puppies
As a protection against exposure and exhaustion
For old dogs
For racing dogs

Send for a supply of the free booklet entitled "Safeguarding your dog" for counter display.

BRAND & CO. LTD., MAYFAIR WORKS, VAUXHALL, LONDON, S.W.8

SCOTLAND

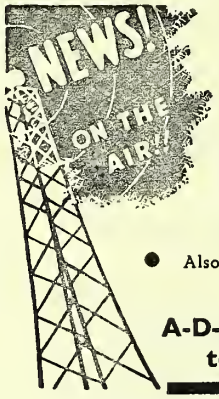
S. V. M.

Register to keep the particulars of sale of this and also of Surgical Spirit, as now required by the New Act.

Price **3/-**

JAMES TOWNSEND & SONS
EXETER

(London Office: 29, FARRINGDON ST., E.C. 4)



A-D-C

VITAMIN BEANS
RADIO ADVERTISING
Every Sunday at 5.30 p.m.

● Also Weekly Displays in Leading Nationals

Get your supplies of A-D-C VITAMIN BEANS NOW to meet the Big Demand

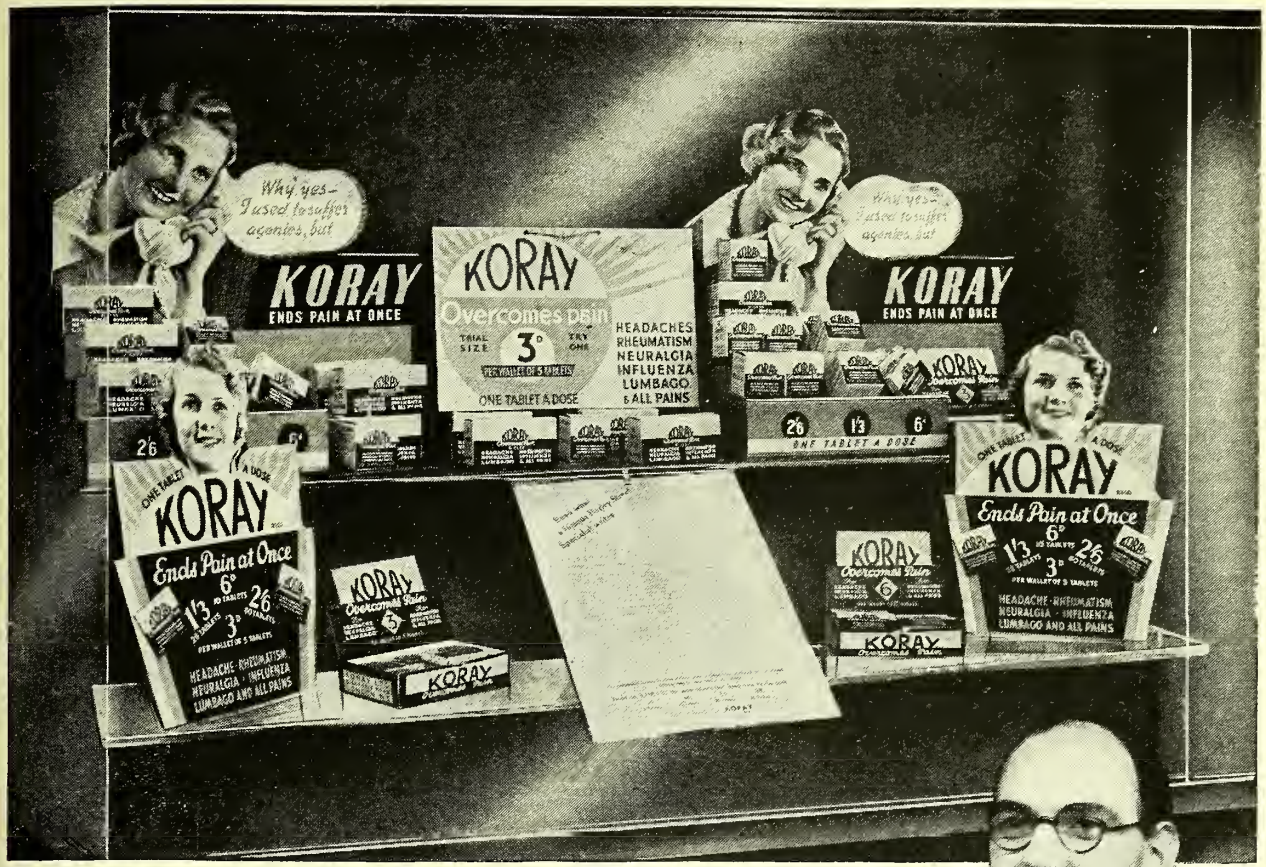
Sole Agents: Chemical & General Distributors, Ltd., 80-86 Regent St., London, W.1

For the manufacture of Liquors use —

KLOSTER KIRSCHWASSER
ZWETSCHGENWASSER
Mirabells, Prunells, Currants, Spirits of Mountain Raspberry, Blueberry, Blackberry and Juniperberry

The largest and leading Distillery of High Class Brandies in Germany

AGENTS WANTED EVERYWHERE
KLOSTERBRENNEREI
Erste Badische Edelbranntwein-Brennereigesellschaft m.b.h.
EMMENDINGEN, BLACK FOREST



"In his own interests every Chemist should display and recommend KORAY!"

SAYS MR. A. D. D. MITCHELL, M.P.S., of Romford, Essex

The above striking display appears in the window of Mr. Mitchell's Pharmacy in Mawneys Road, Romford, Essex.

"The future of the qualified chemist depends largely upon the support accorded to Chemists Friend lines" states Mr. Mitchell. "Personally I consider that Koray Tablets provide an excellent weapon to combat indiscriminate distribution, and I am finding the demand for them quickly growing. Customers who have purchased on my recommendation are already telling me of the relief they have obtained, and repeats are very promising indeed."

Koray Tablets retail at* 3d. 6d. 1/3 & 2/6 *(P.A.T.A.) and are sold unstamped throughout Gt. Britain and Northern Ireland. Striking Display Material is available to all stockists on application.

STOCK . . . DISPLAY . . . AND **SELL**

KORAY

BRAND

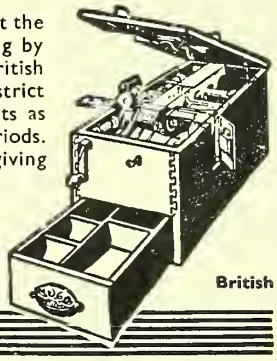
TABLETS

Antiphlogistine
Brand Dressing
HUMAN & VETERINARY
MADE IN ENGLAND
Write for Special Quantity Terms
The Denver Chemical Mfg. Co., Carlisle Road, London, N.W.9

AZYMA CACHETS
PRICE REDUCED TO 2/6 per 1000
ALL SERIES & SIZES

WET CLOSING CACHETS
For samples write to the Sole Agent . . . . .
CICERO S. CLARK
12 CHEPSTOW ROAD · W · 2
TELEPHONE · BAYSWATER 0116

DRY CLOSING CACHETS

SOARING SALES
increase the risk of leakage. Get the utmost benefit from your trading by checking your cash with a British Gledhill Till, which keeps a strict watch over every penny and acts as an extra assistant in busy periods. Over 100,000 in daily use, giving faithful service.
Send for Catalogue, terms etc.
G. H. Gledhill & Sons, Ltd.
16, TRINITY WORKS, HALIFAX

British

Make your own **SHOWCARDS, PRICE TICKETS, &c.** with the
'UNO'
PEN STENCIL OUTFIT
Send for full particulars of this inexpensive but useful outfit

A. WEST & PARTNERS
91 PETTY FRANCE, WESTMINSTER, S.W.1

JONES'
FINEST QUALITY
METHYLATED SPIRIT
ALL STRENGTHS IN STOCK. PROMPT DELIVERIES IN CASKS, DRUMS, OR BY TANK LORRY.
Send your enquiries to :—
JONES & CO. (METHYLATORS) LTD., BOW, LONDON, E.3
TELEPHONE : ADVANCE 3210. TELEGRAMS : "METHSPIRIT, LONDON."

SURE DEMAND GOOD PROFITS

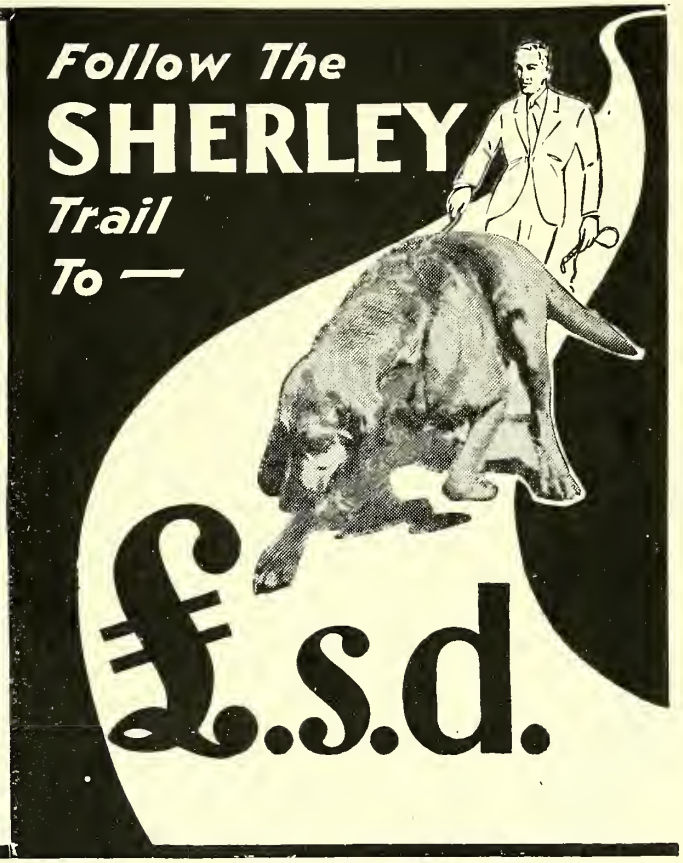
There is always a good demand for Sherley products. They are prepared by fully qualified analytical and pharmaceutical chemists, and are renowned for purity, safety and efficacy. Extensive advertising always keeps them in the public eye and the public buy. Trade terms are generous, and in addition we offer quantity terms of

2½% Discount on £2 Parcels plus a further **5%** For Window Display

YOU cannot afford to be without such quick-selling lines as Sherley's Tonic & Condition Powders, Worm Capsules and Powders, Canker Lotion and Powder, Lactol, etc. Therefore order NOW.

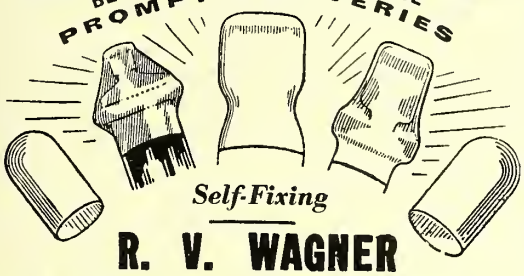
A. F. Sherley & Co. Ltd., 18 Marshalsea Road, London, S.E.1

SHERLEY'S DOG And Cat Foods & MEDICINES


Follow The
SHERLEY
Trail
To —
£.s.d.

WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE
PROMPT DELIVERIES



Self-Fixing

R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1 *Tel. Holborn 5090*

TAPERED, PYRAMID, DOMED AND FLANGE **CORKS**

COMPOSITION AND BAKELITE **STOPPERS**

THE MOST COMPETITIVE MANUFACTURERS IN THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams: MUNDETCOMP, BERM, LONDON *Telephone:* HOP 2043-4-5

AUSOLINE-

AS ADVERTISED IN THE "RADIO TIMES"

DEAD COCKROACHES-LIVE PROFITS!

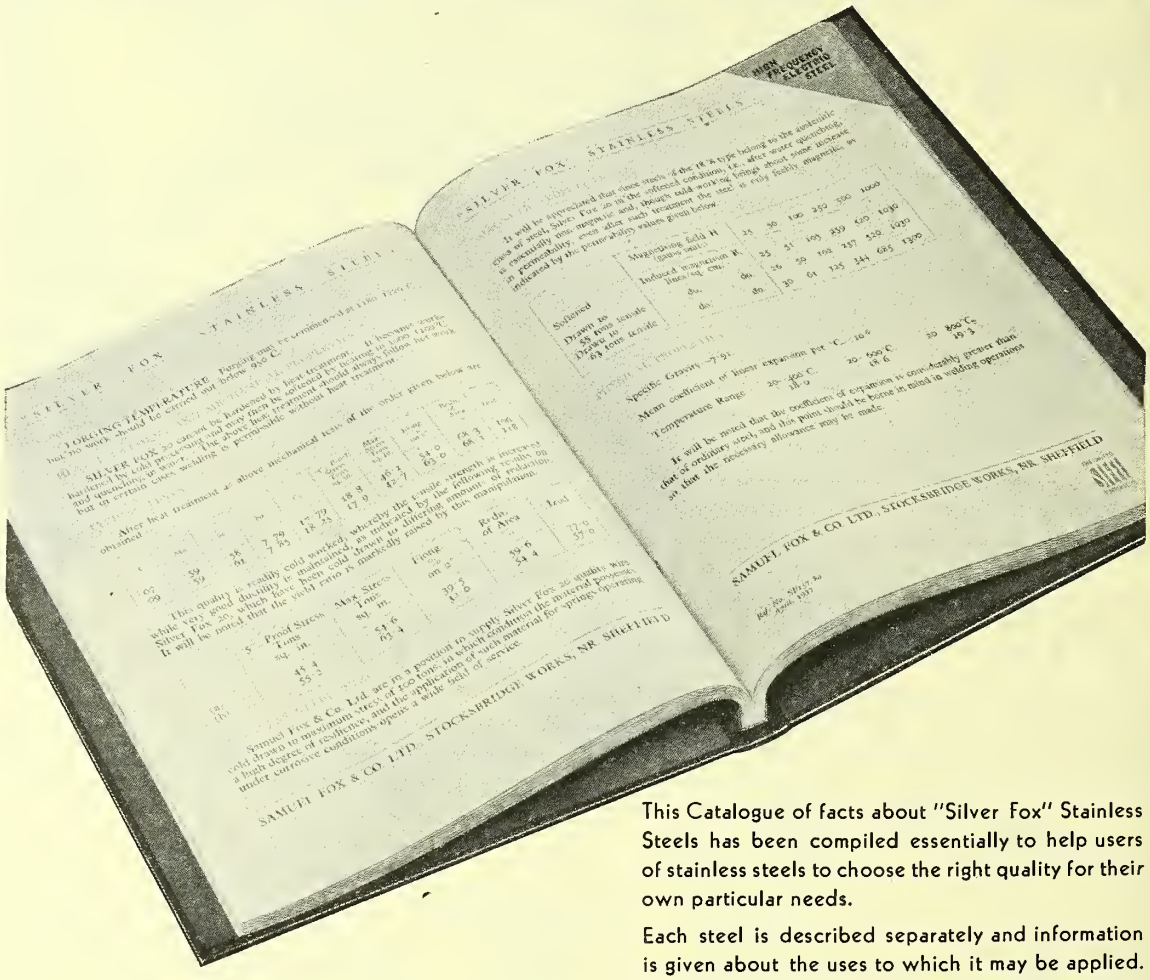
AUSOLINE PASTE KILLS Beetles and Cockroaches quickly and effectively. The insects swarm from their hiding places to eat it. They die on the spot, and AUSOLINE reduces the bodies to a powder, without any odour. No powder or spray is so effective. Cats and dogs will not touch the preparation. AUSOLINE is a sure seller with regular demand created by regular advertising.

Retail Price, 1/9 a tin. Trade Terms. 14/- per doz.

★ ***Bonus of 1 tin with every dozen of first order. Order through any Wholesaler.***

Manufacturers:
AUSOLINE LIMITED, 1 OXFORD CIRCUS AVENUE, LONDON, W.1 (Telephone: Gerrard 2442)

To help users to choose the right quality



This Catalogue of facts about "Silver Fox" Stainless Steels has been compiled essentially to help users of stainless steels to choose the right quality for their own particular needs.

Each steel is described separately and information is given about the uses to which it may be applied.

Notes on soldering, brazing and welding are also included.

"Silver Fox" Stainless Steels are obtainable in the following forms :—

WIRE, STRIP, SHEETS, BAR, PLATES.

THE UNITED STEEL COMPANIES LTD

Write for a copy of the new Calalogue to the Publicity Department, The United Steel Companies Ltd., 17, Westbourne Road, Sheffield, 10, giving your name, name and address of firm, and your position with firm.

SILVER FOX

New Process

STAINLESS STEELS

SAMUEL FOX & COMPANY LIMITED

Associated with The United Steel Companies Limited

STOCKSBRIDGE SHEFFIELD

(RB) SFX.37
[62/28]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

FEBRUARY 19, 1938

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—**6/-** for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS OPEN—**6/-** for **40** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS WANTED—**2/-** for **18** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, **1/3** per nonpareil line (12 lines = 1 inch single column). (Box No., **1/-** extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—**10/-** for **60** words: **1/-** for every additional **10** words or less. (Box No., **1/-** extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum **2/-**. (Box No., **1/-** extra.)

REPLIES FROM ADVERTISERS—**1/-** per line; **3** lines **2/6**.

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (10 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS

must reach us not later than **FIRST POST THURSDAY MORNING**

All advertisements intended for insertion in this Supplement

ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone Nos.: CITY 2283 & 7477*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, S.E.1.—Main road General Cash Retail Business with Panel; takings exceed £2,000 per annum; excellent profits; very reasonable rental; inclusive purchase price about £750; valuation terms entertained.

2.—BERKSHIRE.—Country Retail Business for immediate disposal; old established; net profit about £6 per week; excellent living accommodation; garden, lawn, fruit trees; rent £48 per annum; inclusive purchase price £850 all at.

3.—LIVERPOOL.—Family Retail Business, in present hands 8 years; takings last year £1,549; stock and fixtures worth about £800; rent £70 per annum; price required £480 plus S.A.V.; genuine reason for disposal.

4.—GRIMSBY.—General Retail Business for immediate disposal; takings last year £1,147; net profit £315; certified Accounts; very good living accommodation; rent £65 per annum; price required for the goodwill £50 plus valuation of stock and fixtures.

5.—CROYDON.—Middle-class Cash Retail Business with increasing turnover; sublets entirely cover rental; takings last year £1,466; net profit about £350; stock and fixtures estimated to be worth approximately £550; inclusive purchase price required about £850 or reasonably near offer.

6.—EDGWARE.—Cash Retail Business with excellent Panel; turnover last year £2,633; net profit £633; long lease; good representative stock; inclusive purchase price required £1,500.

7.—DALSTON (NEAR).—Main Road General Retail Business; takings exceed £2,000 per annum; good profits; excellent position; rent £120 per annum; inclusive purchase price required £900 all at, or near offer.

8—HERTFORDSHIRE.—Good-class General Retail Business with Panel and Private Dispensing; turnover approximately £2,250 last year; net profit to managing proprietor about £600; comfortable living accommodation; rent only £100 per annum, rising to £110 per annum; offers invited.

9.—LEICESTER SQUARE (NEAR).—High-class Retail Business; gross profit exceeds £1,200 per annum; rent £350 per annum; rates £130 per annum; stock worth £750; scope; inclusive purchase price required £1,400, or near offer.

10.—VICTORIA.—Middle-class Cash Retail Business for sale by Trustee; takings over £1,700 last year under management; gross profit £695; stock and fixtures estimated to be worth £600; rent £100 per annum; no reasonable offer refused; full particulars upon application.

11.—BLACKHEATH.—High-class Retail Business; turnover about £45 per week, and rapidly increasing; splendidly fitted, double-fronted, spacious shop; stock and fixtures worth about £1,050; inclusive purchase price £1,450.

12—E. LONDON.—General Cash Retail Business with excellent Panel; total takings last year £3,368; net profit about £800 per annum; total purchase price about £1,950; rent £234 per annum; rates under £70 per annum.

13.—BEXLEY HEATH.—Family Retail Business; net profit over £300 per annum; very nice living accommodation; garage and garden; inclusive purchase price £550, or with Optical £650.

14.—BRIGHTON.—Good-class Family Retail Business; takings last year £1,830; excellent profits; very nice living accommodation in excellent state of repair; inclusive purchase price required £1,500.

15.—YORKS.—General Retail Business offering scope for increase; takings last year £3,610; rent £200; minimum price required for the valuable lease and goodwill £900, stock and fixtures to be taken at valuation; part payment terms entertained.

16.—SOUTH COAST (IMPORTANT TOWN).—Good-class General Retail Business; takings last year £1,789, increasing; gross profit £641; stock and fixtures worth about £1,100; nice living accommodation; rent £156 per annum; full particulars upon application.

17.—DEVONSHIRE.—Mixed Country Retail Business with Newspapers and General Stores; takings will exceed £1,700 this year; rent only £28 per annum; comfortable living accommodation; minimum inclusive purchase price required £550; stock and fixtures worth £350.

18.—LAMBETH (RETIREMENT VACANCY).—Cash Drug Store offering scope; net profit 50/- per week; living accommodation; inclusive purchase price required £150.

19.—HARROW.—Owing to the decease of Mr. W. Breingan, his executors are anxious to sell the business situate at 2 Peterborough Road; the turnover exceeds £2,000 per annum; scope; rent £200 per annum; two flats over; offers invited.

20.—ESSEX COAST.—Good Middle-class Business with High-class Dispensing connexion; takings £60–£65 per week; old established; heavy stock; rent £225 per annum; sublets £78 per annum; lowest inclusive purchase price £2,250.

21.—UPPER NORWOOD.—General Retail Business for sale owing to ill-health; takings £18–£20 per week; good working stock; rent only £75 per annum; inclusive purchase price required £350 or very near offer.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate, Sales by Auction

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants

ERNEST J. GEORGE & Co.

Bank Chambers, 329 High Holborn, London, W.C.1
Telephone Nos.: Holborn 7406 & 7407 (2 lines)
County Bldgs., Bridge St., Walsall Telephone: Walsall 3774

Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone: Great Moor 2405

(C1) BUCKINGHAMSHIRE (NEAR).—Good-class family and dispensing business with optical department; net profit to owner-proprietor approximately £750 per annum; reasonable overheads; long lease; little booking; stock and fixtures estimated at £1,100/£1,200; price £2,500, or very near offer; sole agents.

(C2) KENT (NEAR TO LONDON).—Middle-class with up-to-date house including three bedrooms; turnover for 1936/37, £2,333; gross profit £865; net £556; rent £120; lease 21 years; growing district; price £1,250 or near offer.

(C3) MANCHESTER.—Established business with excellent living accommodation; turnover upwards of £2,000 per annum; gross profit 41 per cent.; rent and rates £106; good N.H.I.; fittings estimated at £250; goodwill £300; stock at valuation; **part can remain.**

(C4) BOURNEMOUTH (NEAR).—Middle-class business with up-to-date flat; turnover approximately £1,100 per annum; net profit nearly £300; no opposition; property can be purchased or rented at £90 per annum on 21 year lease; price all at £350.

(C5) NORTHAMPTON (DEATH VACANCY).—£200 all-at will purchase old-established business, which has been temporarily closed, but is capable of quick resuscitation; stock and fixtures estimated at £300; rent £45, including living accommodation; new 21 year lease will be granted.

(C6) CROYDON (NEAR).—Old-established; turnover approximately £1,500 per annum; net profit nearly £500; living accommodation at present sub-let for more than the entire rental, amounting to £100 per annum; price £875 or near offer.

(C7) LIVERPOOL.—City business, with steadily increasing turnover; returns for 1937, £2,510; this year is expected to reach £3,000; net rent £90 only; excellent position near to leading multiples; price £1,250, including stock £600; valuation terms if preferred; sole agents.

(C8) BLACKPOOL.—Old-established; returns approximately £1,800 per annum, with high percentage profit, as a good proportion of the turnover is in respect of own proprietary lines; stock and fixtures at valuation, with no goodwill (total estimated at £550).

(C9) CHELSEA.—Branch business (lock-up), with increasing turnover, now at the rate of approximately £1,500 per annum; main road position; no Sunday duty; rent £90; stock and fixtures estimated at £750; price £1,000 or near offer; sole agents.

(C10) STRATFORD (LONDON, E.).—Old-established lock-up Pharmacy; turnover for 1936/37, £1,973; gross profit £688; net £413; rent £65; lease 14 years; reasonable purchase price; trial if desired.

(C11) WANDSWORTH (NEAR).—Main road cash business; good scope for increase with personal attention; turnover approximately £2,000 per annum; net profit to owner-proprietor £500; rent £78; rates £27; price £1,100 or reasonable offer.

(C12) BARNET.—Well established; situated in middle-class district; turnover upwards of £1,300 per annum; house with four bedrooms, bathroom, etc.; rent £70; price £900 or near offer.

(C13) EDGWARE (NEAR).—Cash business, occupying prominent position in busy thoroughfare, near to extensive and growing district; certified accounts; turnover for 1936/37, £2,633; gross profit £1,046; net £633; self-contained flat; price £1,500, but offers considered, as an early sale is desired; owner taking up a position outside retail.

(C14) BIRKENHEAD.—Proprietor retiring after having been in the business for over 30 years; turnover (certified) for last financial year £1,634; gross profit £589; property can be purchased, or a lease will be granted at a very reasonable rental; good living accommodation; no near opposition; price £800, or on valuation terms, and any reasonable offer considered.

(C15) DALSTON (NEAR).—Cash business occupying corner position in main thoroughfare; turnover approximately £2,000 per annum; high percentage profit; rent £120; good scope under personal proprietorship; price about £900 all at.

(C16) LONDON, W.C.—Old-established family and dispensing business, with large N.H.I.; turnover now at the rate of over £2,500 per annum; net profit to Owner-Proprietor about £550; certified accounts; reasonable rental; no near opposition; price £1,500 or near offer; £800–£900 down and balance by arrangement.

(C17) BALHAM.—Family business of attractive appearance; turnover upwards of £1,700 per annum; low overheads; populous area to draw upon; price £1,000 or near offer, including stock and fixtures estimated at £800.

(C18) HEREFORDSHIRE.—Old-established, middle-class business, with excellent scope under personal proprietorship; present returns average approximately £1,000 per annum; living accommodation with four bedrooms, etc.; reasonable rental and purchase price; open to offer.

(C19) STOKE NEWINGTON.—Old-established family business with increasing turnover, now at the rate of approximately £1,500 per annum; extensive living accommodation, which could be converted into two flats if desired; garden and garage; rent £90; long lease (inside repairing only); price £800–£900; £500 **or near down and balance by arrangement; offers considered.**

(C20) KINGSTON-ON-THAMES.—For immediate disposal, prominently situated double-fronted Pharmacy, with good flat above; turnover for 1936–37, £2,339; excellent scope; no near opposition; stock and fixtures estimated at £700; very reasonable goodwill accepted.

Valuations for transfer, probate, income tax, etc., promptly executed at economical rates.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—HOME COUNTY.—Good middle-class Business, main-road position; busy town; returns over £1,400, profits good, scope for increase; large modern Pharmacy; ample stock; price £975.

2.—BERKS.—Medium-class Business, in small town; returns over £2,000 under indifferent management, scope for increase; heavily stocked; own property; price £1,450 or offer.

3.—SUSSEX COAST.—Well-established Cash Retail, with good Prescribing and own Packs; returns £1,468; net profit £400; audited books; rent £85; good house; price about £1,000.

4.—DEVON.—Unopposed mixed country Retail, with grocery and newspapers; returns about £35 weekly; net profit 20 per cent.; good house, garden and garage; well stocked; price £550 or valuation terms arranged.

5.—BEDS.—Unopposed Drug Store, returning over £900, net profit £274; good chance for Qualified Chemist; price about £400.

6.—GOLDERS GREEN (near).—Good-class business in prominent position; returns £3,000, third profit; long valuable lease; attractive shop, fully stocked; price £1,900 or near.

7.—HARROW (near).—Good-class Suburban Business, with Optical connexion; returns £50 weekly; net profit £600; attractive shop with flat over; owner leaving trade; price £1,600.

8.—NORTH LONDON.—Light Cash Retail with good Panel; owner retiring; returns £1,500; scope for increase; audited books; stock worth over £500; price £1,000, part can remain.

9.—LONDON, N.E.—Light Cash Retail, corner position, main road; returns over £2,000; gross profits 38 per cent.; modern fitted shop; good stock; price about £1,000.

BUSINESSES WANTED

We have a large number of genuine Cash Buyers seeking sound concerns showing from £300 to £800 net profit yearly, and intending vendors desirous of a quick sale, without any publicity, should communicate with us at once.

STOCKTAKING VALUATIONS

We are now booking dates for February onwards, please let us quote for yours.

Estab. 1870. Telephone: Terminus 3574.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, *and at* EXCHANGE CHAMBERS,
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.
PARKIN S. BOOTH, Valuer. *Tels.: CITY 3691* (4 lines).
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

BUSINESSES FOR DISPOSAL

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BEDFORDSHIRE.—Drug Stores with increasing turnover, main road; lease to run at low rental; old established, well stocked; price £250 all at for early disposal. Further details, write 93/8, Office of this Paper.

BLACKBURN.—For Sale, a good Business, established over 50 years, on main road; good living accommodation; rent £65 a year, no ground rent; Kodak Agency; good N.H.I.; business increasing; owner retiring; references required. T. W. Livesey, 36 Grimshaw Park, Blackburn, Lancs.

BOURNEMOUTH.—Main road position (see article page 391, "Hairdressers' Journal," January 29); exceptional opportunity for Qualified Chemist. At present Tobacconist and Hairdressers; suggest substituting Chemists for tobacco; no opposition; profits from Hairdressing more than cover rent of premises, which have two flats above. To those with small capital interested and wanting proof, write or call (Sunday no objection), Owner, 12 Carbery Row, Southbourne Road, Bournemouth. Alight Irving Road bus stop. Telephone: Southbourne 1231.

FALMOUTH.—Good middle-class business; turnover £2,500; stock £600; fixtures £200; rent £120 (17-year lease); capable big development £1,750 all in. 321/672, Office of this Paper.

HARROW (near).—Established middle-class Cash Retail, with scope for increase; good living accommodation. Further particulars to bona-fide inquirers. 94/17, Office of this Paper.

HUDDERSFIELD (near).—Old-established Business for Sale; good position, main road; N.H.I. £20 monthly; wine licence, etc.; low overheads; turnover £900; net profit £260; price £500 or £150 for fittings, etc., s.a.v. 72/1, Office of this Paper.

KENT.—High-class Drug, Toilet and Photographic business; rapidly-developing district; excellent prospects for Qualified, N.H.I. urgently needed; £100, stock and fixtures at valuation. 93/1, Office of this Paper.

KENT, near London.—Good-class Family Business, with living accommodation; good saleable stock; average weekly returns £28; N.H.I. average 250 per month; price, stock, fixtures and fittings, £600 or near offer, or would entertain Qualified partner with £200 capital. 321/676, Office of this Paper.

NORFOLK, Village Pharmacy (unopposed), with house and garden; rent £50; immediate sale desired due to domestic difficulties; net profit £220-240, which can be increased at ouce by N.H.I., etc.; price £600. Full particulars Carr, Chemist, Docking, King's Lynn.

NORWICH.—Old-established Business, little Toilet, no Optics, needs energetic expansion; turnover £800; rent £40; living accommodation over; for sale at price of sound stock and fixtures; about £350, at valuation or near offer. Every facility for investigation. Sole Agent: Raymond W. King, 5 Upper King Street, Norwich.

SOUTH COAST.—High street of very large town; no near opposition; very old-established business; good middle-class; returns exceed £2,000; low rental; look-up shop; Kodak Agency; air panel; audited accounts; every facility for investigation to cash buyer; illness sole cause of retirement; fully stocked; price by agreement or valuation and goodwill. 94/45, Office of this Paper.

WEST END.—Old-established business; well known; profits 50 per cent. 94/20, Office of this Paper.

THE BUTYWAVE COMPANY

ORRIDGE & COMPANY have been instructed by the Trustee, Mr. A. E. Middleton, to sell the above business. Full particulars and Conditions of Sale can be obtained upon application.

Offers are invited for:—

1. The Butywave Company as a whole.
2. The Butywave Company apart from the improved Depilator Bu-to.
3. The Bu-to Depilatory Business.

56 Ludgate Hill.
City 7477 and 2283.

CHEMIST'S Business for disposal, fine corner position; turnover averages £24 weekly; considerable scope for increase; this business has been neglected owing to owner having other interests; Ilford district; a gift at £550. 321/677, Office of this Paper.

DRUG STORE for Sale, recently opened; rent 10s. weekly; stock £90; £100 for quick sale. 321/678, Office of this Paper.

FOR IMMEDIATE SALE.—Old-established Blackpool Chemists and Photographic Business, due to recent decease of Proprietor. The Shop is known as GAMESON'S CORNER, and holds a unique corner position, opposite Talbot Road Station, Blackpool, and across from the New Corporation Garage and Bus Station. At the terminus of Fleetwood and all North-bound tram cars. The business has been well looked after by the late Proprietor, with resulting good personal trade. Blackpool's busiest Photographic Shop. The oldest Kodak Agency in town. Winter kept busy by numerous Speciality Lines, from which have accrued excellent Postal business. Turnover of late years between three and four thousand pounds, which should materially increase in near future, owing to erection of a new Odeon Cinema opposite, and the new Corporation Town Garage, Bus Station and new Market Hall on near site. Lease, 11 years. Price of Goodwill, £650, s.a.v. ALSO FOR SALE separate or in conjunction with above: PHOTO WORKS; three years' lease; easy rent; large airy workrooms; fitted with latest glazing, printing and enlarging machines. EVERY FACILITY for Super D. & P. premises; inclusive figure, £350. Enquiries, etc., Harry Ianson, Solicitor, 10 Birley Street, Blackpool. Tel.: Blackpool 4054.

£140.—DRUG Store, well fitted and stocked, large modern corner shop, prominent position; rent, after sublets, 1 week; under inexperienced lady manager, peak week £16; sale owing to ill-health; amazing scope for owner-manager; Hackney area. 94/53, Office of this Paper.

BUSINESSES WANTED

ADVERTISER is desirous of securing a good-class business returning £5,000 a year upwards; Surrey or adjoining counties preferred; ample capital available, and can take over at once; references exchanged. Reply in confidence to "Script," 321/681, Office of this Paper.

PREMISES TO LET

NEAR MANCHESTER.—To Let; excellent business corner premises, main road, fine position; Chemist-Optician; good working-class district; vacant in few weeks; good business certain; no ingoing; house attached. 94/16, Office of this Paper.

SWANSEA.—To let, good Shop and Basement (many years Sports Outfitters); centre of town; suit Chemist. John M. Leeder & Son, Chartered Surveyors, Swansea.

GOOD OPENING FOR CHEMIST.—Extensive Shop and Premises to Let at Stratford; low rent; alterations to suit tenant; A. Bacon & Son, 25 Liverpool Street, E.C.2.

APARTMENTS

THE HAMPDEN RESIDENTIAL CLUB

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms, 15s. to 22s. 6d. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

EDUCATIONAL

WANTED, Seven Ambitious Men and Women with personality, to become successful practising Chiropodists—the growing profession, with exceptional opportunities. All enterprising past students of the National School of Chiropody are in well-paid positions or in lucrative private practices. Enrol for special intensive six months' course commencing shortly—expert medical and technical staff, latest up-to-date equipment, unrivalled opportunities for practical training. Write for Prospectus, National School of Chiropody (Dept. 90), 133 Upper Street, London, N.1.

AGENCIES

INDIA

WELL-ESTABLISHED London Manufacturing Chemists require Agents throughout India with live connexions, to sell own Proprietaries and Compressed Medicines. Resident Representatives requiring an additional agency are invited to communicate with Advertisers stating territory covered and any other relative information which will be treated in confidence. 321/675, Office of this Paper.

SWITZERLAND—BUSINESS OPPORTUNITY.—Gentleman, well-known in the Swiss Chemist and Druggist trade, is open to represent one or two English firms. In London from February 28 to March 4. 321/683, Office of this Paper.

AGENTS Required, already calling on Chemists, Hairdressers and Stores, to handle well-advertised line. Apply in writing, giving full details of experience, territory, number of open accounts, etc., EBE Products, Ltd., 11 Diana Place, Euston Road, N.W.1.

Manufacturers of established
MEDICAL, DENTAL AND PHARMACEUTICAL
PREPARATIONS
interested in

(1) Increasing profits by Amalgamation or working arrangement with manufacturers of above lines.
(2) Disposing of their business to manufacturers able to derive maximum return from their business, and therefore able to pay fair value,

are invited to communicate with advertisers, who have ample funds, laboratories, warehouse space and distributing organisation. Write Box A.232, Willings, 133 Moorgate, E.C.2.

TO OWNERS OF PROPRIETARIES.

AN up-to-date, progressive house of Manufacturing Chemists, with a large, fully-equipped factory in London, invites enquiries from principals for the MANUFACTURE, PACKING AND DISTRIBUTION of Proprietary Pharmaceutical Preparations. Manufacturing Dept., 64 Hatton Garden, London, E.C.1.

WANTED.—Agent for Lancashire, Cheshire and Yorkshire already calling on Chemists, to handle popular brand of Insect Powder; excellent opportunity; give full details of experience, number of open accounts. Apply 321/671, Office of this Paper.

TENDERS

NOTTINGHAMSHIRE COUNTY COUNCIL.

TENDERS FOR INSTITUTIONAL SUPPLIES.

TENDERS are invited for Medical Supplies and Surgical Dressings for the undermentioned County Institutions in respect of the Contract period commencing April 1, 1938, and ending March 31, 1939:—

Basford,
bingham,
East Retford,
Mansfield,
Newark,
Southwell.

Particulars as to class of goods to be supplied and forms of tender may be obtained upon request to my Office.

Applications should be made *by post* and must be accompanied by a stamped addressed envelope (brief size).

Sealed and endorsed Tenders must be delivered to me at the Shire Hall, Nottingham, by or before the first post on Saturday, the 5th day of March, 1938.

The County Council does not bind itself to accept the lowest or any Tender.

BY ORDER.

K. TWEEDALE MEABY,
Clerk of the County Council.

Shire Hall,
Nottingham.

February, 1938.

APPOINTMENTS

NATIONAL TEMPERANCE HOSPITAL (160 BEDS), HAMPSTEAD ROAD, N.W.1.

APPLICATIONS are invited for the post of Pharmacist, which will become vacant as from April 1; age not to exceed 40 years. Salary £300 per annum. (Federated Superannuation Scheme in force.) Previous Hospital experience desirable.

Applications, accompanied by three testimonials, must be submitted to the undersigned not later than Friday, March 4. A. C. ADAMS, *Secretary.*

NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.

REPLIES FROM ADVERTISERS

D. MAWDSLEY & CO. have to thank all those who applied for the position of Representative. All letters will be replied to in the course of the next week or so.

SITUATIONS OPEN

RETAIL (HOME)

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

ALDERSHOT DISTRICT.—Young Lady, improver, required for Chemist's shop (age 20/21 years); able to Dispense; Apothecaries' Hall Certificate an advantage; short experience essential. Write, 321/674, Office of this Paper.

BIRMINGHAM.—Junior Assistant, Unqualified, gentlemanly youth with a good knowledge of the Photographic trade; references aud salary to Thonger, Chemist, Bournbrook, Birmingham, 29.

BOURNEMOUTH.—Young Qualified Assistant (male) required; permanency; please state age, height, experience and salary required, with photo, in first letter. H. Quincey, Ph.C., 821 Christchurch Road, Boscombe, Bournemouth.

BRADFORD (Yorks).—Junior Assistant or Improver. Apply, with full particulars re experience, salary required, etc., in first letter. Applications not answered in seven days respectfully declined. 94/50, Office of this Paper.

LONDON, N.W.1 —Qualified Assistant, gentleman, young; Baker Street district. Please write, giving full particulars of age, experience, references and salary required, to "Chemist," 7 Melcombe Street, Baker Street, N.W.1.

MANCHESTER.—Wanted, Qualified Chemist-Optician (age about 30), with previous Managing experience, required for branch in working-class district; good living accommodation. State salary and full particulars, 93/2, Office of this Paper.

WARWICKSHIRE.—Capable Qualified man (23-30) for busy Pharmacy; used to brisk Dispensing and Preparation of Proprietaries; knowledge Drug Buying an advantage, but not essential; little Counter work. Send full particulars, experience, copies references, salary, when disengaged, height, photograph, to L. H. Lester, Rexall Pharmacy, Nuneaton.

WORTHING.—Hutchinson & Phillips, Ltd., require immediately young Qualified Assistant; knowledge of high-class Toilets an advantage. Apply, stating age, height and salary required, to Hutchinson & Phillips, Ltd., 8 Rectory Road, Tarring, Worthing.

ASCOTTS PHARMACIES (1933) LTD., require the services of a young male Unqualified Assistant, used to quick N.H.I.; also a recently Qualified man as trainee for managership. Telephone WEMbley 2113 for appointment.

ASSISTANT Pharmacists (men or women) (part-time) aged under 40, required for the mental services; must possess Pharmaceutical Society's qualification; salary £130 a year; hours, 21 a week; non-pensionable. For application form, returnable by February 26, send stamped addressed foolscap envelope to Chief Officer (B), Mental Hospitals Department, Shell-Mex House, Strand, W.C.2. Marriage terminates service in case of women. Canvassing disqualifies.

BATHES, The Camera People, 24 Fleet Street, Torquay, have a vacancy for a capable Photographic Salesman; permanency for right man. Apply Managing Director.

CAPABLE Unqualified Assistant, well educated and of good appearance and address, for high-class business (age 25 to 30 years); must be well recommended. Send full particulars of experience, with height and photo, also salary required, to 96/1, Office of this Paper.

CHEMIST-OPTICIAN.—A vacancy occurs for an experienced Qualified Senior Assistant; applicants must be gentlemanly, of good address and smart appearance; with a thorough knowledge of modern business methods. Careful and accurate Dispenser and good Refractionist essential. Expert Window-dresser and able to control staff. Apply by letter, giving full particulars of experience and salary required, Leech, Chemist, Wilbraham Road, Chorlton-cum-Hardy, Manchester.

HUBERT B. FIGG, Chemist, Berkhamsted, will require a Locum for eight weeks continuous during either June-July, July-August, or August-September; lady or gentleman. Send full particulars, wages required, experience, etc.

LADY Assistant, Unqualified, required; one used to N.H.I. Dispensing and Family trade. Apply, giving full particulars age, experience and salary required, H. S. Jarvis, 89-91 Whitehorse Road, West Croydon, Surrey.

LADY Assistant, young, wanted for good-class business by March 14; some Book-keeping, Dispensing, etc.; suit well-trained Improver wishing to gain wider experience and interested in her work. Apply, giving age, experience, salary required, Cameron, 20 Grangeway, Grange Park, N.21.

LADY or Gentleman, fully Qualified; permanency; Wallasey, near Liverpool; general efficiency essential. State age, experience and salary required. Enclose photo or snap if possible (which will be returned). 93/5, Office of this Paper.

PHARMACY.—Qualified Pharmacist required as Manager's Relief.

Experienced female Assistant required; must have had General Pharmaceutical and Shop experience; widows and single persons only considered.

Apply in writing, stating age and experience, to the Staff Manager, Royal Arsenal Co-operative Society, Ltd., 113 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy."

Note.—Canvassing of members of the General Committee or Officials will disqualify.

QUALIFIED Assistant wanted soon for Dispensing; good experienced man with knowledge of Prescribing; gentlemanly appearance, address; interview required. Bastow, North Street, Chichester.

REQUIRED March 8, Junior Assistant, Unqualified (Male); general experience in Retail Pharmacy, including Window-dressing; obliging and trustworthy. Please give full particulars in first letter. Letters unanswered in 4 days respectfully declined. John, Chemist, 118 Cowley Road, Uxbridge, Middlesex.

UNQUALIFIED Assistant for General and Dispensing duties; Surrey; salary £3. Apply, stating experience and enclosing references, 321/688, Office of this Paper.

UNQUALIFIED wanted; young lady Assistant; good Dispensing experience essential; accustomed sale of Toilet Preparations and Photographic; quick and accurate worker; no Sunday or half-holiday duty. Full particulars salary, age, experience, photograph (returnable), Parkers, Ltd., Chemists, Hailsham, near Eastbourne.

WANTED, Chemist and Optician, Leeds; age and salary required, 320/631, Office of this Paper.

WANTED, Chemist-Optician as Manager of Pharmacy Department to be opened shortly; membership of Society 6,200; Superannuation Scheme in operation. Applications, stating age, details of experience and salary required, to be forwarded to the Walkden Co-operative Society, Ltd., 2 Bridgewater Road, Walkden, near Manchester, endorsed "Chemist," to be received on or before Wednesday, February 23, 1938.

WANTED.—Young Qualified Assistant Manager for Yorkshire country town; knowledge of Window-dressing. Apply, stating age, experience, etc., to 94/35, Office of this Paper.

YOUNG Qualified Assistant wanted early in March. Apply by letter, giving full particulars, to The Sarvol Co., Ltd., 170 Clerkenwell Road, E.C.1.

YOUNG Qualified Lady Assistant required for provincial town about 20 miles from London; also one for London, W. Please give full details of experience, etc., in first letter, enclose snapshot photograph; state when disengaged and salary required. 93/4, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.

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EASTERN COUNTIES.—Representative required to offer Fruit Squashes (exclusive lines sold to Chemists only). State age, experience and territory covered. 321/685, Office of this Paper.

LONDON Wholesale Druggists require Invoice Clerk. Apply, stating age, experience and salary required, 320/651, Office of this Paper.

A YOUNG Laboratory Assistant required for Manufacture of high-class Toilet Articles; sound chemical knowledge essential and preference given to one having had previous experience. Apply, giving full particulars, to Northam Warren, Ltd., 216-219 Bedford Avenue, Slough, Bucks.

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CITRATE of Magnesia, Health Salts, etc., Manufacture.—Well-known North of England firm have vacancy for man with thorough working knowledge and experience. Apply, stating age, wages required, and previous experience, to 321/679, Office of this Paper.

NATIONAL Advertisers in Chemists' Proprietary field, marketing range of famous products, and with head office in Lancashire, are appointing Sales Manager. The post demands practical experience of sales building and ability to inspire sales staff; knowledge of internal sales office routine and the strategy of sales development and distribution methods. Applications should be comprehensive and state age and salary. They will be treated in strictest confidence and must bear every investigation. Write, Managing Director, 321/668, Office of this Paper.

PERSONS, both sexes, having either Medical or Scientific Knowledge, capable of addressing audiences and not objecting to commerce, are offered small salary and commission. Amount of latter depends upon ability. Write details of education (Degrees or Nursing Certificate not essential, but an advantage), 321/687, Office of this Paper.

REPRESENTATIVE required by Leading Proprietary Manufacturer to cover Surrey, Hampshire and Berkshire; excellent opportunity; car owner preferred. Write, in confidence, giving details of past experience, age, etc., to 321/682, Office of this Paper.

REPRESENTATIVES.—One required for Dentists in London and Home Counties, one for Veterinary Surgeons and Dentists in Midlands; one for Veterinary Surgeons and Dentists in Northern Counties. Apply, with usual particulars, 93/17, Office of this Paper.

REPRESENTATIVES required for London area, already calling on Hairdressers, to handle well-advertised line; liberal commission to live Salesman. Write full details, lines carried, age, experience, district, references, etc., 321/684, Office of this Paper.

REQUIRED.—Qualified Chemist for London Manufacturers forming Limited Company; consultant work only; would suit retired Chemist. 94/25, Office of this Paper.

TRAVELLERS Wanted for new guaranteed cure all forms Dermatitis, to be nationally advertised. State details in confidence and territory covered. 321/669, Office of this Paper.

WANTED, a first-class Office Clerk for a firm of old-established Wholesale Druggists. The applicant must be well versed in the requirements for a modern office. If satisfactory, the position offers great scope for advancement. Apply, giving full particulars, which are essential, to 93/7, Office of this Paper.

WANTED.—Part-time Traveller to carry as a side-line the Westminster Film; calling on Fancy Goods Merchants and Drug Stores; areas vacant, Scotland, West Coast, Wales and London; good commission paid. Apply 321/664, Office of this Paper.

WANTED.—Travellers for Manufacturers of established packed Proprietaries, to call on Chemists, Hairdressers and Stores, London area; territories allotted; salary and liberal commission basis. Apply, stating age and experience, to 321/673, Office of this Paper.

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CEYLON.—Qualified Assistant (age 22/24); single; good appearance and address; accurate Dispenser and good Salesman; four years' agreement; passage paid out and home. Write, with full particulars, to Box A.449, Willings, 133 Moorgate, E.C.2.

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2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.—CHEMIST, Optician (J.C.Q.O. and O.B.A.C.), with sound knowledge Biochemical Analysis, requires permanent responsible position; experienced all branches, including West End; used to controlling staff; keen Buyer and tactful Salesman; free March 14. "Chemist," 182 Benhurst Avenue, Elm Park, Romford, Essex.

A.A.A.—Lady Assistant, with Doctor or Chemist; experienced; excellent references; accustomed good-class business; capable, energetic. L.P.S.I., 8 Champion Grove, Denmark Hill, S.E.5.

A WELL-EDUCATED Pharmacist, married (31), desires permanency; Manager or Assistant to proprietor; excellent managerial experience; capable businessman. 94/28, Office of this Paper.

AN experienced M.P.S., F.S.M.C. (29), single, seeks position, Manager or Assistant; would introduce Optics if required; own apparatus; Refraction Hospital, Square trained. Write, Chemist, Eversley, Crescent Drive, Maidenhead.

ASSISTANT or Dispenser, Welsh; London and Provincial experience; Dispensing, Counter, Prescribing; Unregistered. "E. H.," Cwmiar, Llanybyther, South Wales.

ASSISTANT (28), experienced high-class Family and West End Business; expert Dispenser. C. H. J. Bishop, 41 Hillcross Avenue, Morden, Surrey.

BIRMINGHAM area, Peterborough district or London preferred, but not essential; disengaged; Locum work taken. Hanley, 180 Lozells Road, Birmingham.

CAPABLE, Qualified Gentleman (31), experienced all branches; well recommended, good appearance; London only. R., 12 Monmouth Road, W.2.

CAPABLE Qualified (27); tall, energetic, single; sound experience, including Optics; North or Midlands preferred; free one month. 94/46, Office of this Paper.

CHEMIST, having sold his business, desires re-employment; Locum or permanency; capital available; moderate salary expected. Apply, Pharmacist, 95/2, Office of this Paper.

EXPERIENCED Manager (45), M.P.S., desires respousible position where initiative, efficiency, hard work run concurrently with salary and prospects; free one month from engagement. "Mac," 88 Holbien House, S.W.1.

LADY desires post; 12 years' experience Drug, Toilet, Windows, Surgical; 5 years West End; London or Midlands preferred. 94/42, Office of this Paper.

LADY Dispenser, well experienced, requires post with Doctor; Leigh-Southend district preferable, but not essential. "F.," 40 Marine Avenue, Leigh-on-Sea, Essex.

LADY, Qualified (28), seeks responsible position; 5 years as Manager; knowledge high-class trade Toilet and Dispensing; short West End experience; Bradford district preferred. Agnes Perfect, 1 Pollard Lane, Bradford.

LADY, Unqualified, seeks post in London; Locum or Permanency; Dispensing and Counter; disengaged. "Chemist," 7 Dunbar Road, Forest Gate, E.7.

LADY, 13 years' experience Dispensing, Counter, etc.; anywhere London, or 10 to 20 miles out; temporary or permanent; free any time. Miss M. A. Crickmore, c/o 35 Glebe Road, Bromley, Kent.

LEEDS.—Unqualified Assistant (20½) requires situation; free now. Kipling, 18 Roundhay Crescent, Leeds, 8.

LEICESTER or near, Unqualified (23), experienced; highest references; moderate salary. 94/12, Office of this Paper.

MANAGER or Locum, Qualified; West End experience; live Salesman, Window-dresser, first-class Dispenser; London preferred. "Pharmacist," 5 Warwick Road, New Barnet.

MANAGER, Superintendent or Locum; elderly, active, reliable, abstainer; London district; moderate salary or arrangement. 94/44, Office of this Paper.

MANAGER (39) desires post, Manchester, Salford; permanency; experienced; conscientious; free. M.P.S., 247 Regent Road, Salford. Tel.: Tra. 0765.

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M.P.S. (30) desires Branch Managership; thoroughly experienced all branches; excellent references; Cardiff or district preferred, but not essential. 92/3, Office of this Paper.

PART-TIME.—Free Monday, Friday, Saturday all day; other evenings 6 p.m.; Unqualified (23); accustomed to brisk Dispensing trade; 5 years' experience. Thomas, 6, Graham Avenue, Mitcham.

QUALIFIED desires Locum or Permanency; smart appearance; experienced Dispeusing, Photo, Window-dressiug; free now. "Chemist," 63 Claremont Road, E.7.

QUALIFIED, now managing, free early March, desires progressive situation, Assistant or Manager; reliable, energetic worker; excellent references; abstainer. 93/16, Office of this Paper.

QUALIFIED Pharmacist seeks change; excellent experience; Manager or Senior, Locum or Permanency. Chemist, 45 Church Road, Hanwell.

QUALIFIED, seeks permanency or locum, accessible from Ealing; 9 years London middle- and working-class; free now. "Benzene," 93/13, Office of this Paper.

QUALIFIED (27) desires change; Manager or Assistant; varied experience; Dispensing, Photographic, Counter; free soon. 94/4, Office of this Paper.

QUALIFIED (28), Square-trained, 7 years' managerial experience, desires post in London (South preferably); excellent references. 93/19, Office of this Paper.

QUALIFIED (38), tall, married, with all-round experience, including 12 years' management, seeks permanency as Branch Manager; free now. Benson, 57 William Street, Swindon, Wilts.

TRAINED Lady Dispenser (aged 22) seeks experience with Chemist in London or suburbs; well educated and willing. 94/40, Office of this Paper.

UNQUALIFIED (25) desires permanent progressive post; S.W. preferred, but not essential; well recommended; 6 years' Retail experience. 93/12, Office of this Paper.

UNQUALIFIED (46), good all-round Dispensing, Stock-keeping, etc.; Locum or permanency; excellent references. Stevens, 27 South Hill Park, Hampstead, N.W.3.

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YOUNG Swiss Lady Pharmacist desires post as volunteer for 3 to 4 months in an English Pharmacy; speaks German, French and some English; time, May. Kindly reply to Box Z.S.209, c/o Rudolf Mosse, A.-G., Zurich.

YOUNG Unqualified (married) seeks situation, Scotland, Retail or Wholesale; good all-round experience; at present employed in London. 93/20, Office of this Paper.

WHOLESALE

A MALE (24) desires position with prospects; indoor or Representation; London, elsewhere; experienced; moderate salary; free in month. 94/8, Office of this Paper.

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CHEMIST (34) requires post as Representative to firm of repute; proved business builder; not afraid of work; own car; London and surrounding counties. 94/34, Office of this Paper.

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EXECUTIVE post desired; 21 years' experience Buying, Patents, Sundries, Drugs, large Wholesale house. Wood, 17 Stainburn Crescent, Leeds, 7.

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QUALIFIED (29), 13 years Retail; smart appearance; good address; excellent testimonials; seeks Representation; Pharmaceutical, Medical, or indoor staff; owner-driver. 94/15, Office of this Paper.

REPRESENTATIVE; personality and ability; well known Retail and Stores; London Agency entertained; own office if desired. 94/24, Office of this Paper.

THIRTY Years' experience Representative, Propagandist; car; excellent record, health, address; salary, expenses. "Expert," c/o Jackson, Rowan Avenue, Boothville, Northampton.

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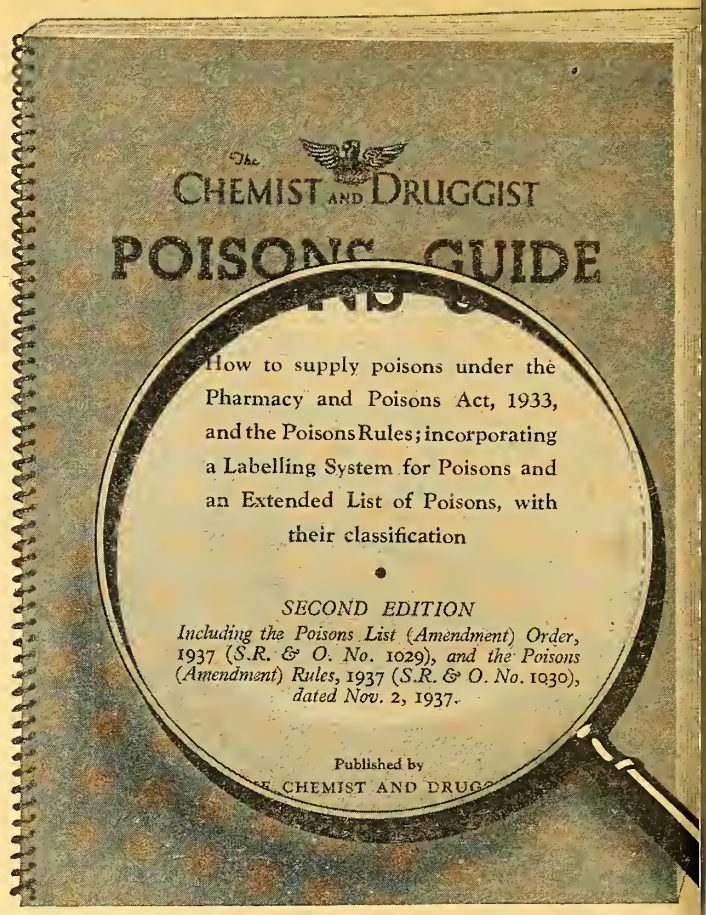

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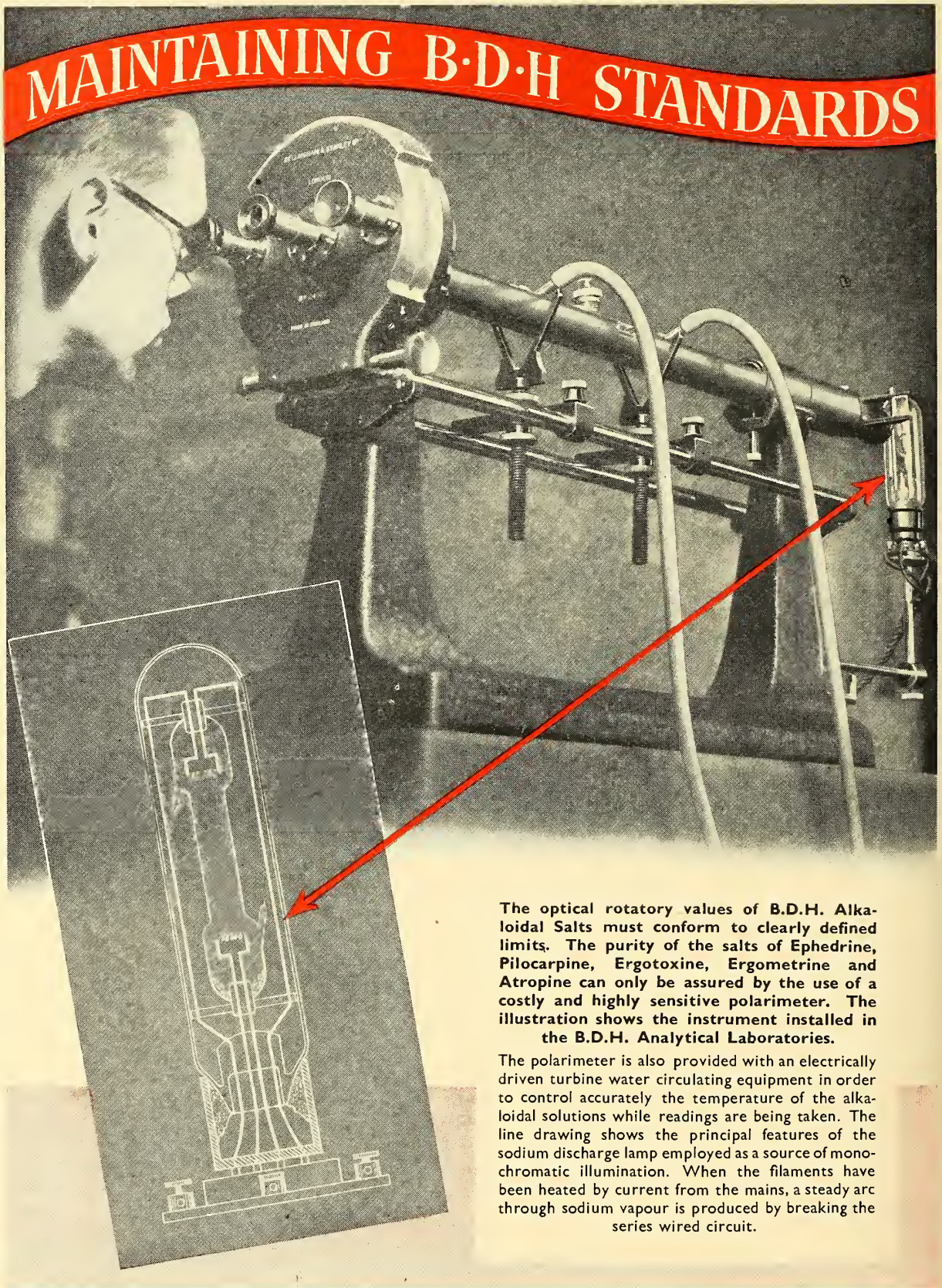

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